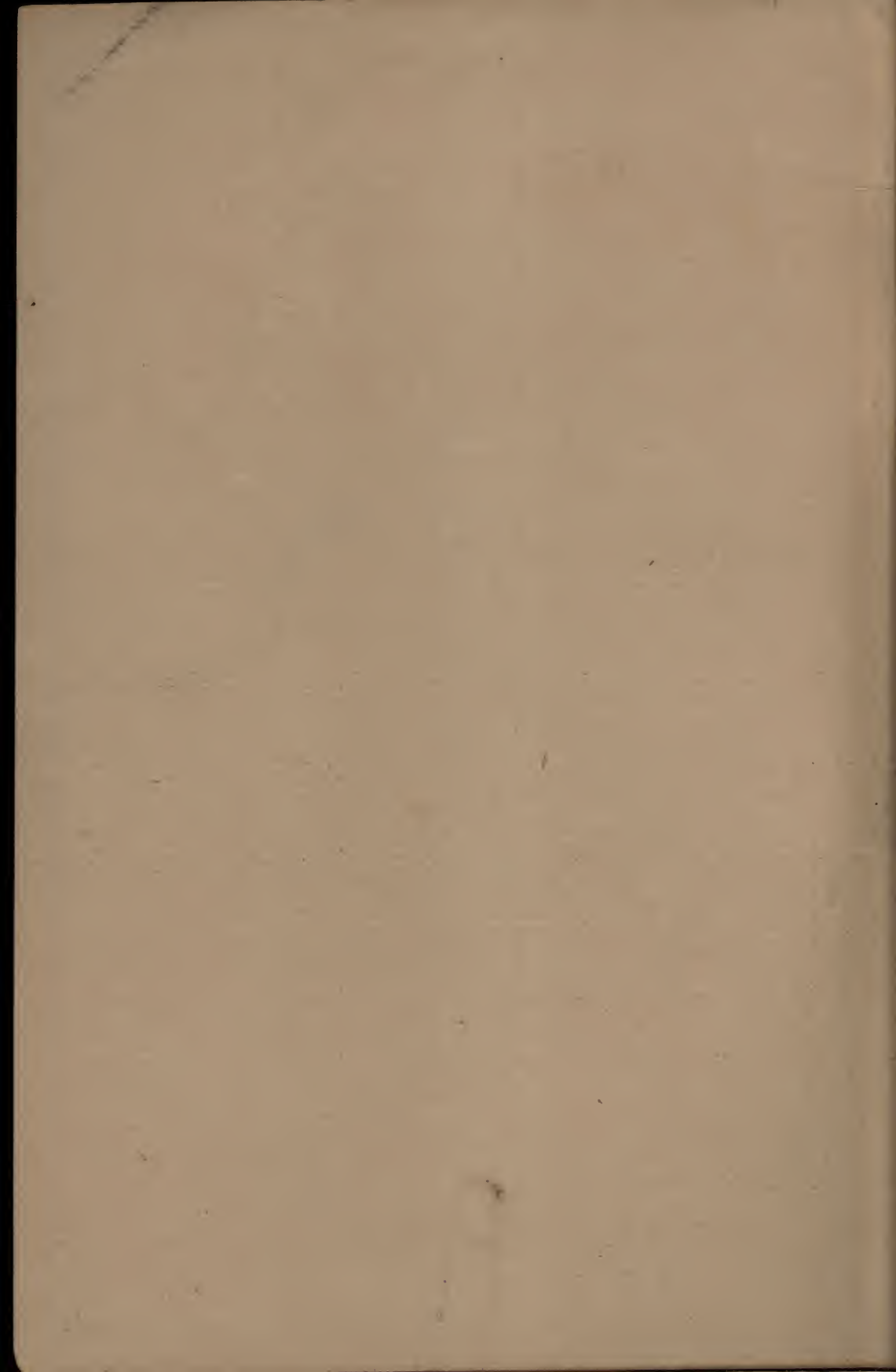


Pendergast Fence



PENDERGAST FENCE COMPANY, INC.

STILLWATER, MINN. :: FORT MADISON, IOWA :: ELKHART, IND.





APPRECIATION

TO THE READER—I thank you for writing for this copy of my new Fence Book. It is a pleasure to send it to you.

TO MY NEW CUSTOMERS—I welcome you to the large and ever increasing family of Pendergast Fence builders in the expectation that you will derive a great deal of satisfaction and contentment in your association with us.

TO MY OLD CUSTOMERS—Your faith in me and my products, your loyal patronage since the beginning of this enterprise, your continued support and good will—all have helped me tremendously in building up three large factories devoted to our mutual interests,—and I am deeply grateful.

TO BOTH OLD AND NEW CUSTOMERS—Backed by my thirty year record, I pledge you my word again for this new year that I will continue to give you the fair and square treatment you deserve, together with Pendergast Fence of the same high-quality and durability, at prices as low as I can possibly make them—based on shipments direct to you, free delivery from my nearest factory.

M. De PENDERGAST.
(Fence Maker since '93)



What the Banks Say About Us

TO WHOM IT MAY CONCERN:

The Pendergast Fence Company, Inc., to whom this letter is given, has been engaged in the manufacture of woven wire fence in this city for the past year. They also operate factories in Fort Madison, Iowa and Stillwater, Minnesota.

We are personally acquainted with Mr. Platt, Manager of the Elkhart plant, and feel that any one patronizing the company will receive just and honorable treatment.

ST. JOSEPH VALLEY BANK OF ELKHART, IND.

TO WHOM IT MAY CONCERN:

This is to certify that the Pendergast Fence Company, Inc., is an extensive manufacturer of woven wire fence at Fort Madison, Iowa, Stillwater, Minnesota, and Elkhart, Indiana.

We are personally acquainted with the gentlemen composing this company, and it affords us much pleasure to say that they are not only men of strict integrity, but they have a wide experience in the manufacture of woven wire fence. We do not hesitate to recommend them for your patronage.

You can depend upon them living up to any statements or agreements set forth in their advertising matter.

Yours very truly,

LEE COUNTY SAVINGS BANK OF
FORT MADISON, IOWA.

Just a few of the many letters we receive from our customers

"Saves every third dollar"

Atalissa, Iowa.

May 21, 1922.

"I put your fence on today. It is o. k. and saves every third dollar. Every third dollar is what the middlemen get."

Frank Peterson.

"Good saving—perfect satisfaction"

Laverne, Okla.

Nov. 13, 1922.

"Have used \$190 worth of your hog wire at a good saving and perfect satisfaction. The woven wire which I used has been up now two years and is in fine shape."

C. F. Brimson.

"Pendergast Fence is the best I have ever used"

Alliance, Neb.

March 7, 1922.

"I received a letter from you the 4th. I sent you an order some time ago for 200 rods, and will say that I have saved \$21.00 on the order. I sure have done some talking to my neighbors and have shown them the wire also."

"I think the Pendergast Wire is the best I have ever used—it is stiffer and it don't sag like other wire. I know,—I have the Pendergast Wire and other wire that I bought in my own town."

"This summer I want enough of the Pendergast Wire to fence twenty acres."

August Kohrman.

"Advise neighbors to buy
Pendergast's"

Mosinee, Wis.

June 1, 1922.

"I received your letter of May 13th and also check for \$3.44. I am very glad to deal with such a company, and advise my neighbors to buy wire from the Pendergast Fence Co.—that it is a better grade of wire, and cheaper."

George Kacham.

"I am perfectly satisfied"

Traer, Iowa.

Aug. 7, 1922.

"I bought 300 rods of the 47 inch, 6 inch stays, about three years ago, and I am perfectly satisfied."

"I will order another 400 rods if you will send me an order blank."

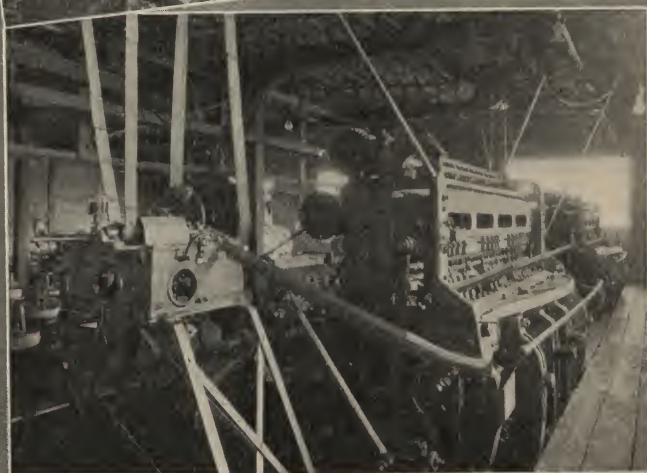
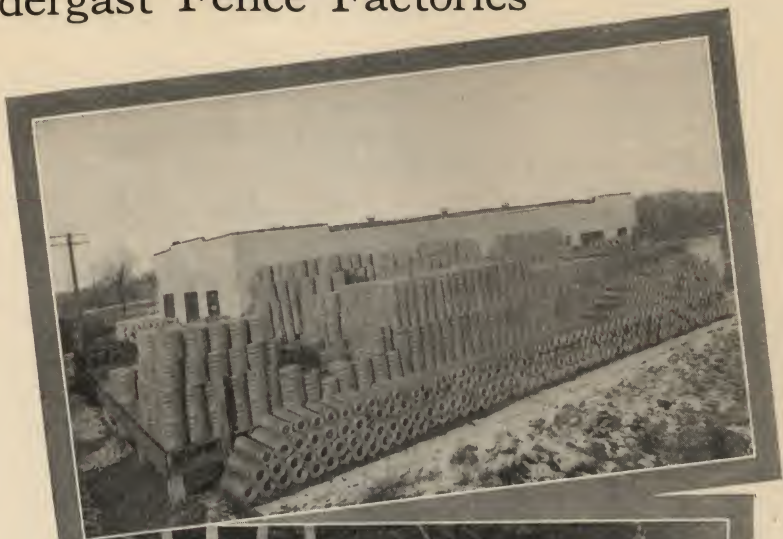
Wm. F. Holub.

Recent Views of



PENDERGAST FENCE COMPANY, INC.

Pendergast Fence Factories



Stillwater, Minn.

Ft. Madison, Ia.

Elkhart, Ind.

Pendergast, the Fence-Maker (1893 to 1923)

If you, like most people, are interested in knowing all about the man with whom you do business, what he looks like, where he came from and other more or less interesting details of his business record—then read this brief history of Pendergast who has been making fence for farmers for the past thirty years.

You remember the saying: "Mighty oaks from little acorns grow." Well, thirty years ago, away back in the days of the Chicago World's Fair, before we had automobiles, moving picture shows, aeroplanes and radios,—when farmers were tilling their soil and harvesting their crops without the help of the many labor and time saving implements now in use—away back in '93 Pendergast and his Fence Company were mighty little acorns. (He says so himself and he ought to know.)

Now, just what he and his three big Fence Factories amount to today is up to you to decide.

Down on the Farm

M. De Pendergast first began to make his living on a farm near Hutchinson, Minnesota. (And back in the '80s and '90s, making a living on a farm was no more of a leadpipe cinch than it is today.) As he grew older he was given more and more responsible jobs to attend to, among them the buying of supplies for the farm. And this is where Fate stepped in, for one of the first things that attracted young Pendergast's attention was that he had to pay a very FANCY PRICE for very ORDINARY FENCE. So he began to investigate. In what little spare time he had he tinkered with wire samples, comparing price and quality and design with practicability. Finally, he came to the conclusion that he could make a BETTER wire fence himself and sell it much CHEAPER.

Making Fence in a Barn

Out of a couple of binders and other farm machinery he constructed a crude loom on which to weave his wire fence. And needless to say the difficulties he encountered in the beginning were numerous and discouraging. People laughed at him, ridiculed him, reviled him. They said he was a fool and worse—a crazy inventor with an idea that would never prove practicable, or successful. BUT THAT WAS THIRTY YEARS AGO.

Progress at first, of course, was slow and incidentally very expensive. In fact, Pendergast's early experiences in making woven-wire fence were not only paid for by the sweat of his brow but also by his hard-earned savings which he put into the business, when it was then only an EXPERIMENT.



M. De Pendergast, Pres.,
Pendergast Fence Company, Inc.

In those early days, thirty years ago, there were times when it looked as though the critics were right and that the whole venture was doomed to failure—but, working early and late, from morn till night, Pendergast put every ounce of his brains and energy to the task ahead of him. Obstacles confronted him from every side, but smashing straight ahead he would not be swerved from the road to the goal of his ambition—which was, A HIGH QUALITY, WOVEN-WIRE FENCE FOR FARMERS, SOLD DIRECT FROM FACTORY AT FACTORY PRICES, so that every farmer could afford to fence his farm properly.

Move to Canada

Some obstacles are overcome by smashing through them, others, by passing around them. During the first years of Pendergast's fence enterprise, it was found that the shipping and marketing facilities at Hutchinson were so inferior that they acted as a barrier to the rapid growth and development of the company. So being unable to change these conditions Pendergast took his big idea to Sarnia, Ontario (Canada), where he started the Sarnia Fence Company in 1903.

From the first it was seen that this move was a huge success. For Pendergast was the first manufacturer of woven-wire fence to sell direct to the farmer at low factory prices, and naturally the farmers quit wasting their money on the middle-men. Orders came in by the thousands, accompanied by letters from the Canadian farmers praising Pendergast for saving them so much time and money on fence.

Naturally, the Canadian manufacturers, who had been getting rich at the farmers' expense, let out terrible howls of anguish and threatened Pendergast with ruin. But their outcries were ignored, for Pendergast went direct to the farmers with the facts and soon he was selling one-fourth of the fence used in Canada.

Back to the States

Being a natural born American citizen, Pendergast was of course anxious to return to his home country as soon as conditions permitted, and when in 1906 the opportunity came, he opened up a factory at Port Huron, Michigan. Soon he was making his share of all the fence used in that state and also Indiana and Ohio. In 1914, he opened a big warehouse in Minneapolis from which he was able to serve the requirements of farmers in the Northwest.

Build Stillwater Factory

The farmers of the Northwest appreciated the quality and price of Pendergast Fence and bought enough to justify starting a factory in that section of the country. Accordingly the United Fence Company of Stillwater was organized in 1916, and Tom Pendergast (a chip off the old block) came up in the fall to build the factory.

Soon the looms were pounding away and Pendergast's direct-from-factory-to-

farm prices resulted in thousands of orders from appreciative farmers of the Northwest. The fact that this Stillwater plant was the **ONLY FENCE FACTORY WEST OF THE MISSISSIPPI**, which meant quicker shipments, also helped boom the business.

Open Fort Madison Factory

As time went on it was found that there was a great demand for Pendergast Fence from farmers in Illinois, Iowa, Missouri and Kansas, who had become tired paying high prices for fence. So early in the Spring of 1919, Harry Pendergast (another chip off the same old block) went down to Fort Madison, Iowa, to open up another Pendergast Fence Factory. And soon the farmers in this territory so flooded this plant with orders that a new and larger factory had to be built **WITHIN TWO YEARS**, after the first one was opened.

A New Pendergast Factory in Elkhart

To complete the chain of Pendergast factories in the Mid-west section of the United States, and to serve particularly the farmers in Indiana, Eastern Illinois, Michigan and Ohio, Pendergast built a factory in Elkhart, Indiana, in 1922. And judging from the number of orders sent in by farmers in that territory the **FIRST YEAR**, the Elkhart factory will have to be considerably enlarged and its capacity at least doubled.

The Pendergast Idea

The Pendergast idea from which has grown up three large fence factories, devoted to the exclusive manufacture of woven-wire fence for farmers, sold direct from factory-to-farm, eliminating the middleman and his profits, thus leaving low rockbottom prices, includes the application of the old Golden Rule—"Do unto others as you would be done by." For needless to say such a large industry could never have been successful if it had not been built on **FAIR and SQUARE** treatment to its customers.

Pendergast will continue to play fair with his customers and give them the very best fence he knows how to make for the **very lowest price it is possible to quote.** "**He profits most who serves best.**"

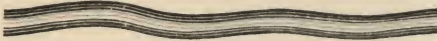
What IS Good Fence?

From my early experience on the farm and my subsequent thirty years' experience as a fence-maker, I have learned that the **ESSENTIALS** of a **GOOD** fence for farmers are as follows:

- (1) The wire must be hard and springy and **EVENLY** galvanized. **TOO MUCH** galvanizing often results in cracking and peeling, leaving places where moisture gathers and rust sets in, ruining the fence in a hurry.
- (2) The wire must be waved, coiled or crimped properly to make it springy, thus keeping it **TIGHT** and the fence **ERECT** at all times.
- (3) The vertical or stay wires should be of **STIFF**, one-piece construction, as they constitute the **BACKBONE** of the fence. Furthermore, these stay wires should be the **SAME GAUGE**, weight and contain the same amount of **GALVANIZING** as the line wires or cross bars.
- (4) The Knot or ring-tie must hold the stay wires **FIRMLY** in place but still must be **FLEXIBLE** enough to allow the fence to stretch perfectly over uneven ground.
- (5) The wire must be perfectly woven so that the line wires will be exactly the same length, and the stay wires stand up straight when fence is stretched.

WIRE USED IN PENDERGAST

Of course, you know that the life of the fence depends largely upon the quality of wire used in its manufacture. To insure using only the highest quality, full gauge wire in Pendergast Fence, we buy our wire from some of the largest and best known manufacturers, those who specialize in wire manufacture. This in itself is a guarantee of quality. For their product is recognized as the standard. It is fully and evenly galvanized to stand the acid test and the test of years of service in the field, and remember the latter is the more important.



Note the wave or crimp in the lateral line wires of Pendergast Fence. Hard wire like this will stay wavy and thus keep the fence tight. Look around you—you never see Pendergast Fence slack or bagged between the posts like fence made from soft wire.

We use 9½ wire for top and bottom line wires and 12½ wire for the intermediate line wire stays and knots, except in styles No. 726 L and No. 832 L, elsewhere described in this book.

When you buy an automobile you do not necessarily select the heaviest car, but the one which is the best balanced, having the weight properly distributed, and eliminated where it is wasteful and unnecessary.

And the proper balance in fence—

heavy wires where they are needed most and lighter wires for filling—costs much less money and serves the purpose as well in most cases.

PENDERGAST ONE-PIECE STIFF-STAY

According to a Government Report it has been found that the stay wires in some styles of fence have begun to rust and deteriorate before the line or bar wires; this being due, it is said, to the fact that the stay wires were smaller in size than the line wires with less galvanizing. This same report goes on to state that it is important to select a type of fence in which the stay wires are as large and as heavy as the line wires.

The stay wires in Pendergast Fence are as large and heavy as the line wires, and in addition are of one-piece construction. See illustration on opposite page. This latter feature is of utmost importance, for is it not logical that the one piece Pendergast stiff-stay wires are stronger and will hold the fence together much longer than a number of short-piece stay wires, wrapped on from one line wire to another—a series of hinges with their obvious weaknesses?

Pendergast one-piece stiff-stay wires are made of the same hard springy steel wire that composes the line wires—no soft, light, short quick-to-rust stay wires used on any style of Pendergast Fence.

The Pendergast Knot

(that will not slip)

Examine the Pendergast Knot **CLOSELY** and you will find several exclusive features, so that in spite of its similarity in general appearance, it really is distinctive in design, purpose and utility.

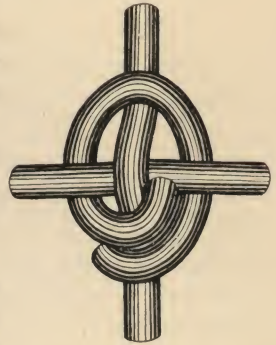
First you will find that there is an **EQUAL BEND** in both the stay wire and the line wire **AT** the Knot. This absolutely prevents slipping up or down or sideways.

Perhaps you have seen knot fences where the stays have slipped along the line wires. This results from using soft wire for the knot and stay wire—or defective design. (The Pendergast Knot, like all other parts, is made from **HARD WIRE**.) Upon closer examination of the defective fence just mentioned you will find that the bend is all in the stay wire, and **NONE** in the line wire. The reason for this is very simple. You know that by pressing hard wire and soft wire together at right angles, the hard wire will stay **STRAIGHT**, and the soft wire will **BEND** around it. Well, that is exactly the trouble in using soft wire in fence for stays and knots.

Made the Same Weight and Gauge as Stay and Line Wires

As stated above, the Pendergast Knot is made from hard wire, the same weight and gauge as the stay and line wires. It is compact and neat. By making it narrow and short, and driving it tightly around the intersection of the line and stay wire, it is much stronger than a larger, looser knot. For instance, if you take a piece of wire two inches long, you cannot bend it with your fingers; take a piece six inches long, and you can bend it easily. The same principle applies to a knot—the **SMALLER** and tighter it is the **HARDER** it is to spread it.

The perfection of the Pendergast Knot brought about a change in the fence business. Many farmers were using a heavier fence than was necessary (at their own expense) in order to get the knots to hold tight. Now we are offering the farmers a **MEDIUM WEIGHT** fence, heavy enough for nearly every practical purpose, with a Knot that **SECURELY** holds the stay wire in place. Stock cannot spread the line wires, or slip the stays. "The Knot that will not slip" is more than a trademark—it's a guarantee!



A Little Talk on Fence Prices

There are of course a number of factors that enter into the ultimate price farmers pay for fence, among them being the quality and quantity of wire used by the manufacturer, his manufacturing cost, selling expenses, overhead, etc.

And when steel wire prices are generally high, it is only natural that fence prices will be high in proportion. At the time this book is being published, steel wire prices are a little higher than they were last year, consequently you will find Pendergast prices slightly advanced above the figures quoted during the latter months of 1922, when we were using steel wire bought at lower price levels.

However, As Usual You Will Find Pendergast Prices Lower, in Every or Nearly Every Instance, Than Those of Other Fence Manufacturers

Why? Surely not because we use cheaper or a poorer grade of steel wire. Pendergast customers since 1893 tell you just the opposite. Furthermore, we **GUARANTEE** Pendergast Fence to be made of only the highest quality materials and to give entire satisfaction or money refunded. We would never have remained in business for thirty consecutive years if we attempted to put out a slipshod product that would not live up to our customers' expectations. Isn't that right?

Pendergast Fence prices are lower because our long experience in the business has taught us how to reduce our manufacturing costs to the minimum and because we sell direct to the farmer from nearby factories. See opposite page for further details.

Don't Be Tricked by Low F. O. B. Prices

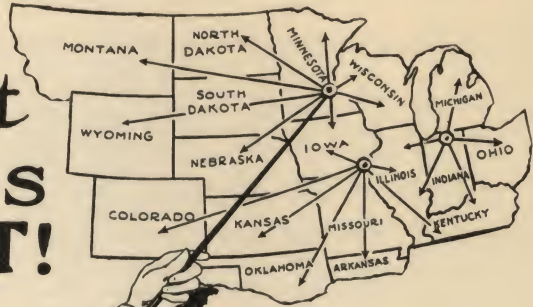
For it is quite possible that you'll find that F. O. B. means "fool the farmer." That is, quite often you will run across what appears to be (but isn't) a real, low rock-bottom price—lower than any others. You may say to yourself, "Well, here's where I get some fence at a price lower than Pendergast's"—but before you order, take my advice and see if you don't run across a little inconspicuous line to the effect that that "low" price is F. O. B. some factory, many, many miles away.

And that means **YOU PAY THE FREIGHT**. And when you get your freight bill and add that amount to the price of your fence, don't be surprised to discover that the total price will be **HIGHER** than what you would have had to pay Pendergast, who-pays-the-freight.

Pendergast Prices **ARE** rock-bottom—no "extras" added on for freight, middleman's profits or anything else. In fact, there are only two profits on Pendergast Fence—**YOURS** and **OURS**.

MAN! Look at This Map

WHY Pendergast Fence Prices are LOWEST!



Here's How
You Save Money
When You Buy
Pendergast Fence

It shows you at a glance why Pendergast Fence is sold at such low prices. Look at those black circles and then note how the arrows dart out to the nearby states. Each circle represents a Pendergast Fence Factory, devoted to the manufacture of Pendergast Fence exclusively.

What This Means to You

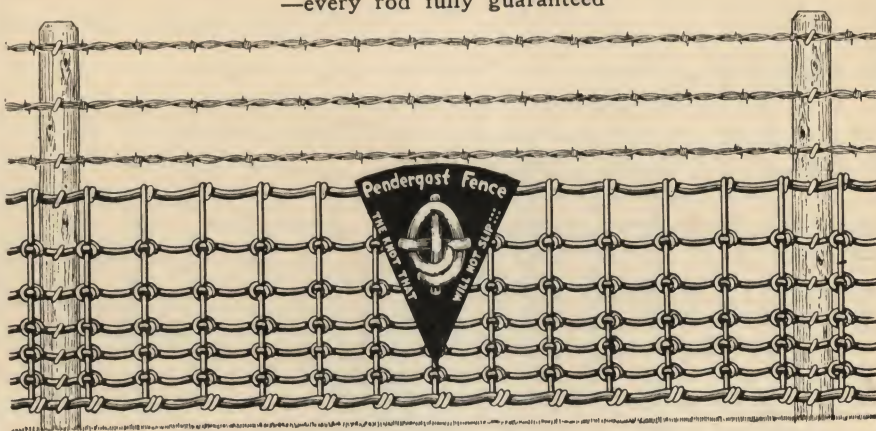
It means that if you live in any of the states shown, you're lucky—that is, if you really want to save money on fence. For I have placed a Pendergast Fence Factory in YOUR territory for YOUR benefit. A Pendergast Fence Factory near you means a **SHORT HAUL** to your farm, and as I pay the freight, these short hauls cut down my freight bills, which enables me to quote you **LOWER PRICES**.

Short Hauls Also Mean Quick Shipments

In addition to saving you money on Pendergast Fence, the location of our factories (**THERE'S ONE NEAR YOU**) enables us to speed up deliveries, and give you the fence you want **WHEN** you want it. So we save you valuable time too.

PENDERGAST FENCE COMPANY, INC.

—every rod fully guaranteed



STYLE 726 L—SPECIAL 26" CLOSE MESH HOG FENCE

Description: Has 7 line wires, 26 inches high, stays $6\frac{3}{4}$ inches apart (approximately 30 stays to the rod.) No. 11 top and bottom wires, No. 14 gauge intermediate line wires, stays and knots. Spacings between line wires 3, $3\frac{1}{4}$, $3\frac{1}{2}$, $4\frac{1}{2}$, $5\frac{3}{4}$ and 6 inches. Weight per rod, 4.3 pounds.

23 CTS.
ROD

20 rods	30 rods	40 rods
\$4.60	\$6.90	\$9.20

This is a real bargain for those who want a good close mesh, light weight fence at the lowest price. Remember all our prices are based on free delivery to your station. This freight saving to you makes a big difference in the price. If you want a heavier and stronger fence in this style see page 19.

"Just one week coming"

Fancy Prairie, Ill.

Dear Sirs:

I received my fence all o. k. and it was just one week coming. My dealer said he couldn't get any fence now, so I said I could and sent you the order. It is all as you recommend it.

Yours truly, Chas. D. Becker.

"I am well satisfied"

Elbertson, Iowa.

Gentlemen:

I have just received the woven wire fence ordered and I am well satisfied. If I had purchased the fence here I would have had to pay more than 45c per rod.

Yours truly, John Sipek.

You save time as well as money by ordering your fence from Pendergast.

No. 11 gauge wire



Actual size

Our best advertisements are satisfied customers. And we have thousands of them.

No. 14 gauge wire



Actual size

Pendergast says:—"I could make this book a lot larger, print it in bigger type and doll up my prices with red ink—BUT, I don't see how that would improve the quality of my fence or make my prices any lower."

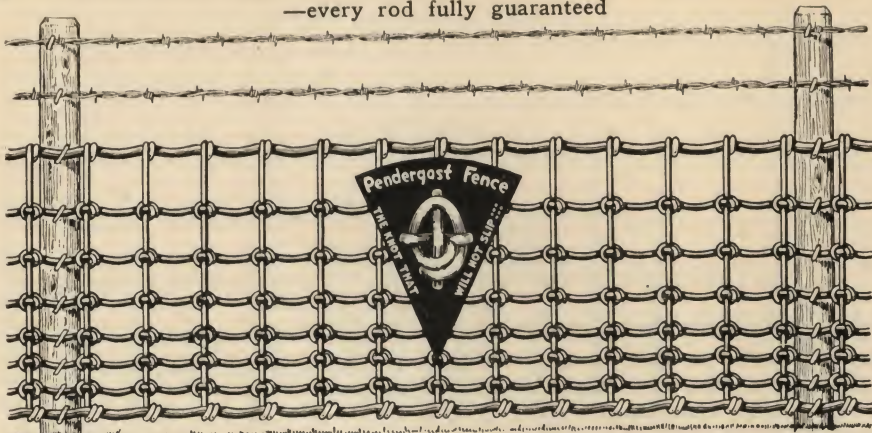
STILLWATER, MINN.

THREE FACTORIES
FORT MADISON, IOWA

ELKHART, IND.

DIRECT FROM NEARBY FACTORY

—every rod fully guaranteed



STYLE 832 L—SPECIAL 32" CLOSE MESH HOG FENCE

Description: Has 8 line wires, 32 inches high, stays 6¾ inches apart (approximately 30 stays to the rod). No. 11 gauge top and bottom wires, No. 14 gauge intermediate line wires, stays and knots. Spacings between line wires 3, 3¼, 3½, 4½, 5¾, 6 and 6 inches. Weight per rod, 5.1 pounds.

27¼ CTS.
ROD

20 rods	30 rods	40 rods
\$5.45	\$8.18	\$10.90

Another close mesh light weight fence bargain. This fence is easily and quickly put up and taken down—just right for temporary use anywhere on the farm. See page 21 for same style made of heavier and stronger wires.

"Wants some more fence"

Pearl, Ill.

Gentlemen:

Please send me your catalog and prices on fencing. I received my order of 400 rods o. k. and like it fine.

It is better than I could have done here in price and quality, and I want your prices as I want to order some more fence soon.

Ray Miller.

Better in price and quality. That's what so many of our customers say,—and come back for more.

No. 11 gauge wire



Actual size

"You certainly ship promptly"

Afton, Iowa.

Gentlemen:

The four hundred rods of fence I ordered from you came a few days ago. You certainly ship promptly.

It sure looks good, besides you saved me about \$50 on the order.

Cordially yours, R. C. Myers.

This man saved \$50. How much can you save? Won't do any harm to find out now?

No. 14 gauge wire



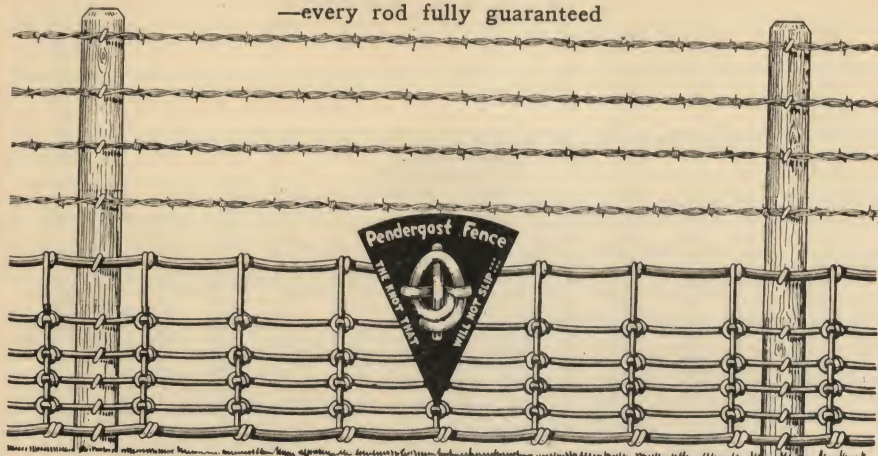
Actual size

Pendergast says:—"Remember I use nothing but hard, springy steel wire full gauge, just as specified, in all my fencing. The Knots, stay wires and line wires are all the same gauge and weight with the same amount of galvanizing on them—so that all parts will withstand the weather, wear and strain equally."

PENDERGAST PAYS THE FREIGHT

PENDERGAST FENCE COMPANY, INC.

—every rod fully guaranteed



STYLE 620—WIDE MESH 20" HOG FENCE

Description: Has 6 line wires, 20 inches high, stays 12 inches apart (16 stays to the rod). No. 9½ gauge top and bottom wires, No. 12½ gauge intermediate line wires, stays and knots. Spacings between line wires 3, 3¼, 3½, 4½ and 5¼ inches. Weight per rod, 4.5 pounds.

23 CTS.
ROD

20 rods	30 rods	40 rods
\$4.60	\$6.90	\$9.20

Is this what you are looking for? Those who have used this style fence say it is absolutely o. k. for the purpose. If you want some of it, now is the time to get in your order.

"Certainly made a good saving"

Birmingham, Iowa.

Gentlemen:

I received the wire I ordered from you all right, and am well pleased with the appearance of it. I certainly made a good saving in ordering from you.

Will say I am glad to help you keep down high prices. I like your plan of selling direct from factory to farm.

Respectfully, Harry Hill.

There's no speculation in buying Pendergast Fence. The quality is guaranteed—at prices you know will save you money.

No. 9½ gauge wire



Actual size

"Just as you represented it"

Truro, Iowa.

Dear Sirs:

My fence ordered from you is here. We put up part of the hog fence today and are well pleased with it. The fence is sure just as you represented it. I shall need more and Mr. Creger that I showed the fence to said this evening he wanted 80 to 100 rods.

Respectfully, J. M. Killam.

You can't go wrong in buying an honest product that is honestly advertised.

No. 12½ gauge wire



Actual size

Pendergast says:—"All this talk about Double-Galvanizing, Super-Galvanizing, and other loud claims consisting mostly of fancy double-jointed words, just reminds me that out of the millions of rods of Pendergast Fence sold during the past thirty years, I don't know of a single, solitary instance where any of my fence ever proved unsatisfactory because of poor or insufficient galvanizing."

THREE FACTORIES

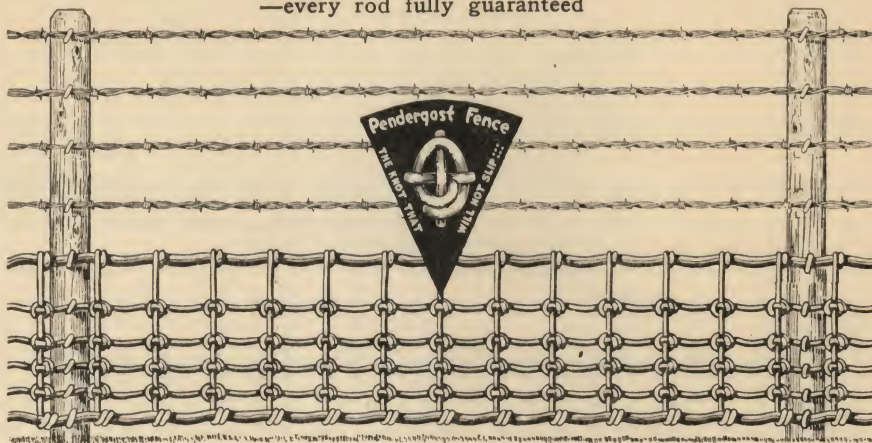
STILLWATER, MINN.

FORT MADISON, IOWA

ELKHART, IND.

DIRECT FROM NEARBY FACTORY

—every rod fully guaranteed



STYLE 6200—CLOSE MESH 20" HOG FENCE

Description: Has 6 line wires, 20 inches high, stays $6\frac{3}{4}$ gauge top and bottom wires, No. $9\frac{1}{2}$ line wires, stays and knots. Spacings between line wires, 3, $3\frac{1}{4}$, $3\frac{1}{2}$, $4\frac{1}{2}$ and $5\frac{3}{4}$ inches. Weight per rod, 5.5 pounds.

28 $\frac{1}{4}$ CTS. ROD

20 rods	30 rods	40 rods
\$5.65	\$8.48	\$11.30

Judging from the number of orders and the comments we get from our customers, this style fence is ideal for small hog lots—close mesh keeps the little pigs in. Three strands of 2 point barb wire along the top will add sufficient height.

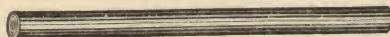
"Well pleased with them"

Mendon, Mo.
We received the wire and staples you sent us, and are well pleased with them. We would like to place another order with you, if you would let us have it by the first of April and let me know what the price will be.

W. L. Cullen.

Repeat orders always come from well pleased customers.

No. $9\frac{1}{2}$ gauge wire



Actual size

"Good substantial fencing"

Hartwick, Iowa.
I have received the fence I ordered from you and it looks like good substantial fencing. At your leisure kindly write when you could ship me 240 rods more and what it will cost me.

Geo. W. Beyer.

Pendergast Fence looks good and IS good.

No. $12\frac{1}{2}$ gauge wire

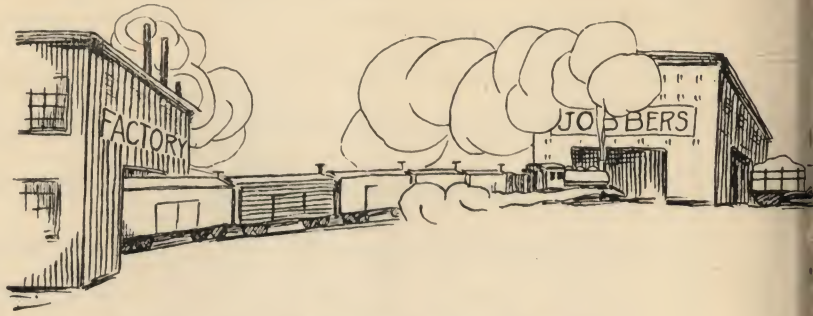


Actual size

Pendergast says:—"My fence is made with one-piece stay wires of the same size and weight as the line wires and knots. Why? Because they make Pendergast Fence stand up straighter and last longer. This is just as important to me as it is to you, because I guarantee my fence and would soon go broke if my fence didn't give better (or at least as good) service as other makes."

PENDERGAST PAYS THE FREIGHT

Which Way Do



This Way There's Three Profits You Pay

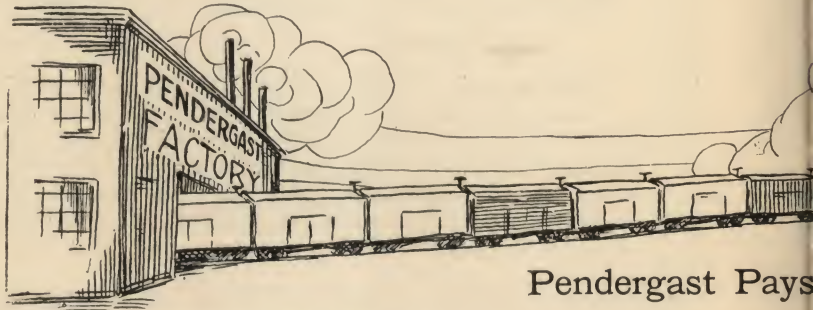
Do you ever wonder why your local dealer's price on fence, barb wire, etc., is so much higher than Pendergast's? Look at the above illustration. Don't you see how the middleman's profits and expenses are piled on until the price you have to pay is topheavy?

1st. There's the manufacturer's cost of making the fence, then his advertising and selling expense and finally the **MANUFACTURER'S PROFIT**.

2nd. Next we have the jobber who pays the manufacturer his price for the fence, **PLUS THE FREIGHT** from factory to warehouse. To sell the fence, the jobber has to pay salesmen's expenses as well as his overhead expenses. And finally he sells the fence to a dealer, of course not neglecting to add his **(JOBBER'S) PROFIT**.

3rd. The dealer pays the jobber's price for the fence, **PLUS THE FREIGHT** from jobber's warehouse to his store, tacks on his overhead expenses and then his **(DEALER'S) PROFIT**.

AND WHO FOOTS THE BILL? Is it any wonder that you have to pay the dealer a high price, when that price includes, three profits, overhead charges of three houses, and handling and freight charges three times?



Pendergast Pays

PENDERGAST FENCE COMPANY, INC.

You Buy Fence?



You Save Money the Pendergast Way

For Pendergast ships direct from factory-to-farm and pays the freight himself. This way there's only two profits, and one of them is **YOURS**, for you get the middleman's profits.

PENDERGAST SHIPS QUICKLY. We have three different factories located in the heart of the farming district of the Middlewest. One of them is **NEAR YOU**. This means quick shipment, and **FENCE FRESH FROM THE LOOM**.

PENDERGAST PAYS THE FREIGHT. Our prices are rockbottom and based on delivery to your station—no "extra" charges added on.

PENDERGAST FENCE IS GUARANTEED. If by any chance the fence we send you is not what you want, or should prove unsatisfactory, send it back to us freight collect, and we'll abide by what **YOU** decide—send you the fence you do want or **YOUR MONEY BACK**.

Pendergast plays fair and square all the way through—gives you the fence you want, **WHEN** you want it at the **LOWEST** current prices.



the Freight

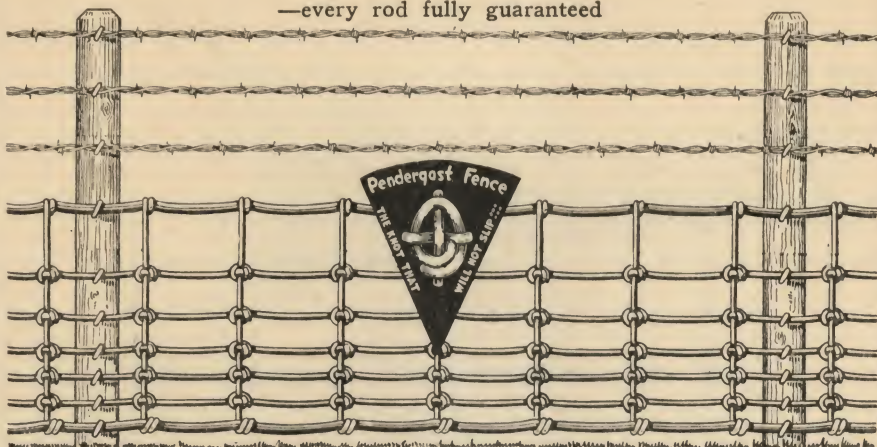
Stillwater, Minn.

Ft. Madison, Ia.

Elkhart, Ind

PENDERGAST FENCE COMPANY, INC.

—every rod fully guaranteed



STYLE 726—26" SHEEP AND HOG FENCE

Description: Has 7 line wires, 26 inches high, stays 12 inches apart (16 stays to the rod). No. 9½ gauge top and bottom wires, No. 12½ gauge intermediate line wires, stays and knots. Spacings between line wires 3, 3¼, 3½, 4½, 5¾ and 6 inches. Weight per rod, 5.5 pounds.

28½ CTS. ROD

20 rods	30 rods	40 rods
\$5.65	\$8.48	\$11.30

Here's a mighty fine fence for enclosing hogs or sheep in large fields. Wide spacing between stays prevents sheep from hanging themselves. Three strands of 2 point barb wire will effectively turn horses and cattle and discourage trespassers.

"Saved 20c a rod"

Humboldt, Iowa.

Dear Sirs:

Am writing to tell you that I am well pleased with the woven wire fence I ordered from you some time ago, and I wish to thank you for so promptly handling my order.

I saved 20c on each rod by buying from you.

Yours very truly, John W. Henrichs.

20c saved isn't so much. But 20c a rod—think of it! That runs into real money.

No. 9½ gauge wire



Actual size

"Thinks it's just it"

Grinnell, Iowa.

Dear Sirs:

I received the fencing all o. k. and I think it's just it. I saved at least \$20 on my order.

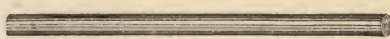
When I am in the market for more wire, I'll sure send you the order.

Yours truly,

Fred Weber.

Mr. Weber knows where to get the best fence at the best price.

No. 12½ gauge wire



Actual size

Pendergast Says:—"I wonder how many farmers are tricked into buying fence on the so-many-days free trial plan. For how could anyone possibly tell how good a fence was in thirty or any limited number of days?"

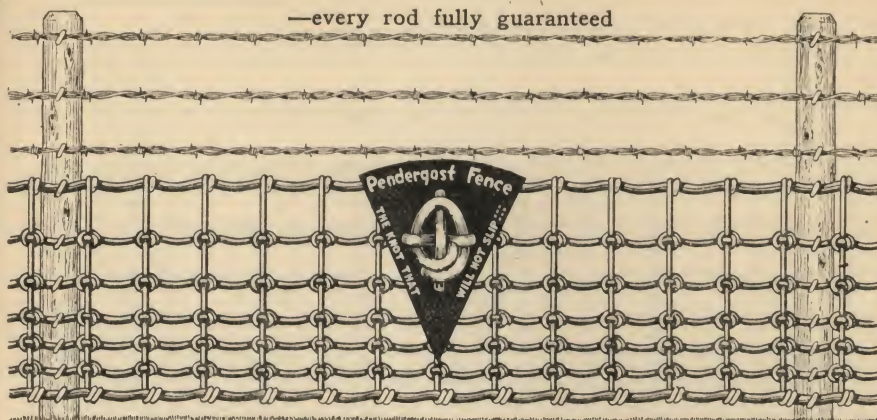
STILLWATER, MINN.

THREE FACTORIES
FORT MADISON, IOWA

ELKHART, IND.

DIRECT FROM NEARBY FACTORY

—every rod fully guaranteed



STYLE 7260—26" CLOSE MESH HOG FENCE

Description: Has 7 line wires, 26 inches high, stays 6¾ inches apart (approximately 30 stays to the rod). No. 9½ gauge top and bottom wires, No. 12½ gauge intermediate line wires, stays and knots. Spacings between line wires 3, 3¼, 3½, 4½, 5¾ and 6 inches. Weight per rod, 6.5 pounds.

32¾ CTS.
ROD

20 rods	30 rods	40 rods
\$6.55	\$9.83	\$13.10

Everyone knows that Iowa is a great state for hogs. So when Iowa hog raisers tell us that this particular style is the best there is on the market, we stop talking about it. Because their approval and endorsement probably means a great deal more to you than anything we could say.

"Send me same as I ordered before"

Afton, Iowa.

Gentlemen:

As I was very well pleased with the 540 rods of wire I received from you this Spring, please send me 120 rods of 26 inch high, 6 inch mesh, same as I ordered before.

C. A. Applegate.

Testimonials like this mean more than the strongest guarantee ever written.

No. 9½ gauge wire



Actual size

"I want some more No. 7260"

Berea, Nebr.

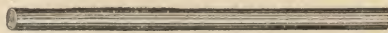
Dear Mr. Pendergast:

Well, Mr. Pendergast that wire fence No. 7260 that I got of you at Onama, Iowa, looks so good to me that I want some more. I want 750 rods of the 26 inch hog fence and 320 rods of the hog 2 point barb wire. What will it cost laid down here at Berea, Nebr.? I am on the CB&Q from Omaha.

G. S. Whittack.

Pendergast Fence must be mighty good to warrant so many "repeat orders" every year.

No. 12½ gauge wire



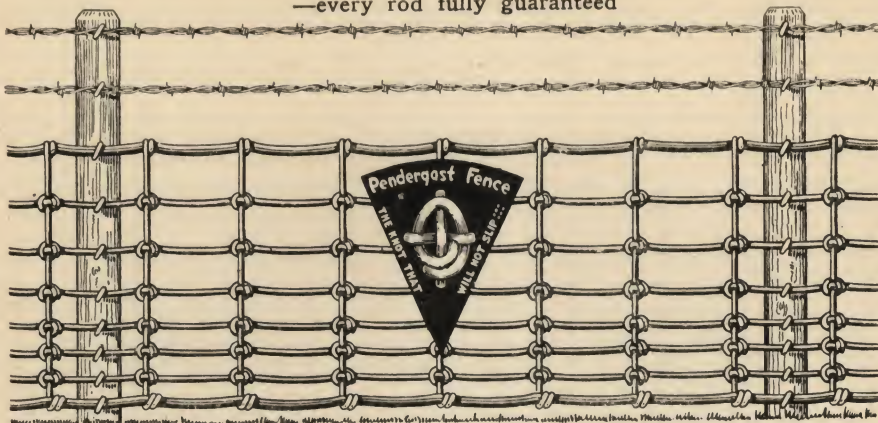
Actual size

Pendergast says:—"We use nothing but American standard, full gauge wires, just as represented, in all styles of Pendergast Fence. Just remember that our No. 9½ gauge wires are ONE-HALF size LARGER than No. 10 gauge wires, also our No. 12½ gauge wires are ONE-HALF size LARGER than No. 13 gauge wires."

PENDERGAST PAYS THE FREIGHT

PENDERGAST FENCE COMPANY, INC.

—every rod fully guaranteed



STYLE 832—STANDARD 32" SHEEP FENCE

Description: Has 8 line wires, 32 inches high, stays 12 inches apart (16 stays to the rod). No. 9½ gauge top and bottom wires, No. 12½ gauge intermediate line wires, stays and knots. Spacings between line wires 3, 3¼, 3½, 4½, 5¼, 6 and 6 inches. Weight per rod, 6.2 pounds.

31¾ CTS. ROD

20 rods	30 rods	40 rods
\$6.35	\$9.53	\$12.70

As its name implies this is a standard sheep fence which will give you exceptionally good service. We recommend it and our guarantee covers it the same as all other styles we manufacture. Two strands of 2 point barb wire along the top should be sufficient.

"Neighbors like fence"

Lakenan, Mo.

Dear Sirs:

Received my wire today and am well pleased. Will say there is a chance to sell some fence here, for the neighbors like the fence fine.

R. A. Stone.

"Received wire third day"

Farmington, Iowa.

Gentlemen:

I received my wire on the third day after ordering, and thanks for your promptness.

Will order some more soon.

W. S. Dawson.

Pendergast Fence really needs no advertising. It speaks for itself.

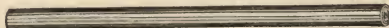
In addition to saving money you get Pendergast Fence WHEN you want it.

No. 9½ gauge wire



Actual size

No. 12½ gauge wire



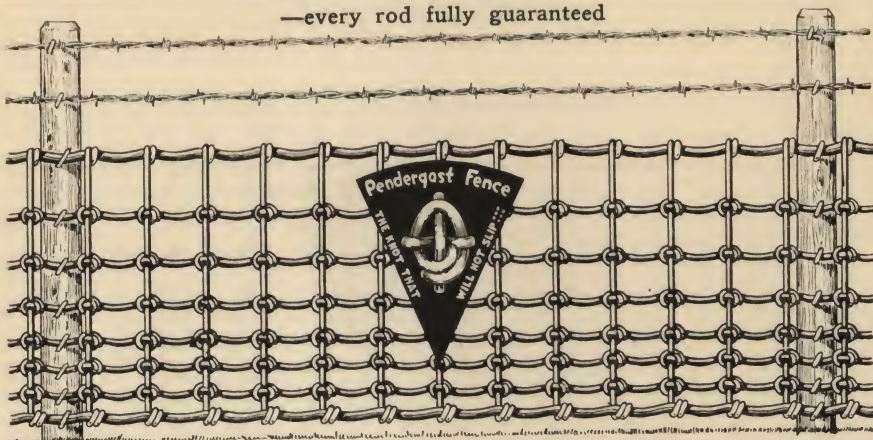
Actual size

Pendergast says:—"Please note that you get a full and complete description of every style of fence we make; also an exact reproduction of the size of wires used for each particular style. You KNOW what you're going to get when you order Pendergast Fence."

STILLWATER, MINN. THREE FACTORIES FORT MADISON, IOWA ELKHART, IND.

DIRECT FROM NEARBY FACTORY

—every rod fully guaranteed



STYLE 8320—IDEAL CLOSE MESH HOG FENCE

Description: Has 8 line wires, 32 inches high, stays $6\frac{3}{4}$ inches apart (approximately 30 stays to the rod). No. 9 $\frac{1}{2}$ gauge top and bottom wires, No. 12 $\frac{1}{2}$ gauge intermediate line wires, stays and knots. Spacings between line wires 3, 3 $\frac{1}{4}$, 3 $\frac{1}{2}$, 4 $\frac{1}{2}$, 5 $\frac{3}{4}$, 6 and 6 inches. Weight per rod, 7.7 pounds.

39 $\frac{1}{2}$ CTS.
ROD

20 rods	30 rods	40 rods
\$7.90	\$11.85	\$15.80

You get double value for your money here. This fence is of course thoroughly hog-tight, yet high enough to turn horses and cattle. An exceptionally good buy at the comparatively low price quoted above.

"Worth the money"

Marshall, Ill.

Dear Sirs:

I received shipment of fence from you the other day all o. k. and it looks as though it was worth the money. It may be that I will favor you with another order in the near future.

Claude Fox.
Columbia, Mo.

"Price and quality was right"

Gentlemen:

You may recall shipping 80 rods of your 8320 hog wire to the undersigned last fall. I am again in the market—shall probably need 120 rods and since the price and quality of the fence I received from you last fall was right, I am writing to find out about deliveries now.

Bruce J. Carl.

You really get more rods of good fence per dollar—when you specify Pendergast's.

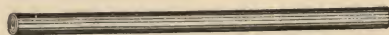
No. 9 $\frac{1}{2}$ gauge wire

Our No. 8320 is a mighty good hog fence. Don't take our word for it. Ask your neighbor.

No. 12 $\frac{1}{2}$ gauge wire



Actual size



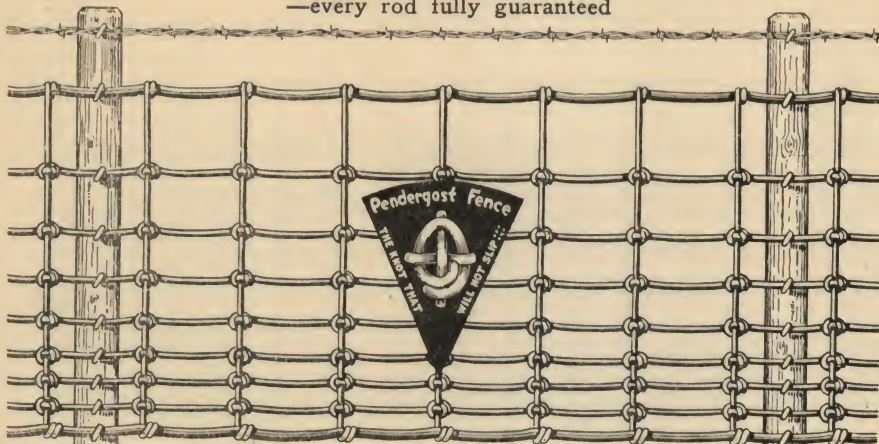
Actual size

Pendergast says:—"Referring to galvanizing processes again, everyone in this business knows that **HOW MUCH** galvanizing is not so important as **HOW EVENLY** the galvanizing is applied to the wire. You can depend upon the **EVEN** galvanizing on Pendergast Fence **NOT TO CRACK OR PEEL OFF.**"

PENDERGAST PAYS THE FREIGHT

PENDERGAST FENCE COMPANY, INC.

—every rod fully guaranteed



STYLE 939—39" GENERAL STOCK FENCE

Description: Has 9 line wires, 39 inches high, stays 12 inches apart (16 stays to the rod). No. 9½ gauge top and bottom wires, No. 12½ gauge intermediate line wires, stays 3, 3¼, 3½, 4½, 5¾, 6, 6 and 7 inches. Weight per rod, 6.9 pounds.

36 CTS.
ROD

20 rods	30 rods	40 rods
\$7.20	\$10.80	\$14.40

You won't be able to find a better fence of this kind anywhere, or at a better price. Stretch it up on good sound posts set 16 feet apart, put one barb wire along the top, and it will turn any large stock you have on the place.

"It stretched well"

Dow City, Iowa.

Dear Sirs:

Last year I bought several hundred rods of your 39 inch field fence. It stretched well and gave good satisfaction. I am in need of more fencing. Please send me your catalog.

Harry Fullen.

All Pendergast Fence is woven on looms perfected by ourselves.

No. 9½ gauge wire



Actual size

"Am more than pleased"

Hurricane, Mo.

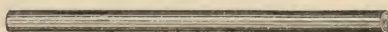
Dear Sirs:

Enclosed find order for 80 rods wire fence. I have the 160 rods up you shipped me at Glenallen. Never had wire to stretch up so nice, and am more than pleased.

Wm. Denton.

"Good stretching" is only one of many superior qualities we build into Pendergast Fence.

No. 12½ gauge wire



Actual size

Pendergast says:—"We don't make sample fence for special testing purposes, because that is an unnecessary selling expense which the farmer has to pay. No,—all Pendergast Fence is made up in large rolls ready not only for the acid-test but the real test in the farmers' fields—the test of time."

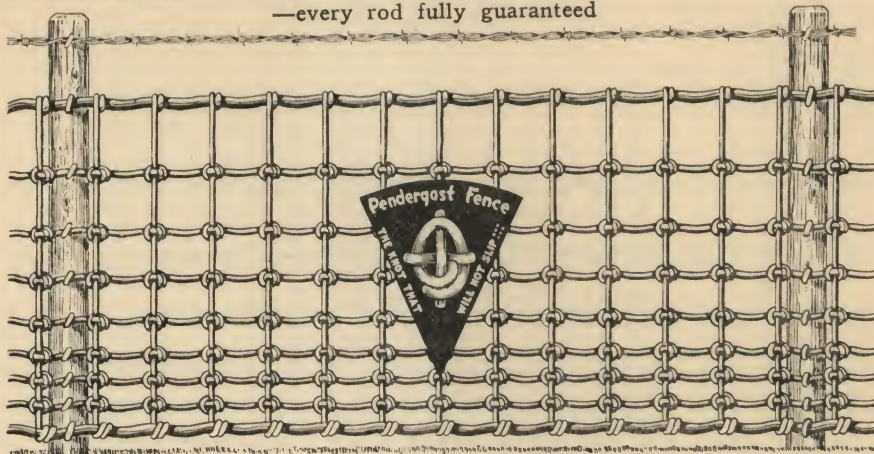
STILLWATER, MINN.

THREE FACTORIES
FORT MADISON, IOWA

ELKHART, IND.

DIRECT FROM NEARBY FACTORY

—every rod fully guaranteed



STYLE 9390—39" CLOSE MESH STOCK FENCE

Description: Has 9 line wires, 39 inches high, stays 6¾ inches apart (approximately 30 stays to the rod). No. 9½ gauge top and bottom wires, No. 12½ gauge intermediate line wires, stays and knots. Spacing between line wires, 3, 3¼, 3½, 4½, 5¾, 6, 6 and 7 inches. Weight per rod 8.7 pounds.

45 CTS. ROD

20 rods	30 rods	40 rods
\$9.00	\$13.50	\$18.00

An ideal all-purpose fence for farmers. High enough to turn horses and cattle, and the close spacing between stays will effectively turn hogs and other small stock. A very strong, sturdy fence that will give you long years of service.

"Looks mighty good"

New Berlin, Ill.

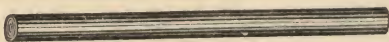
Gentlemen:

We received the fence today and it looks mighty good. Can you ship me 40 rods more right away? I would like to have that much right now to finish up the string.

J. P. White.

You can always get what you want by writing Pendergast.

No. 9½ gauge wire



Actual size

"Three Miles up—giving good Satisfaction"

Postville, Iowa.

Dear Sirs:

Please quote me prices on your fencing and state whether you can make immediate shipment. I want both netting and barb wire.

The 3 miles I put up in Mich. is giving good satisfaction.

F. L. Williams.

Mr. Williams wants what he knows is good fencing.

No. 12½ gauge wire



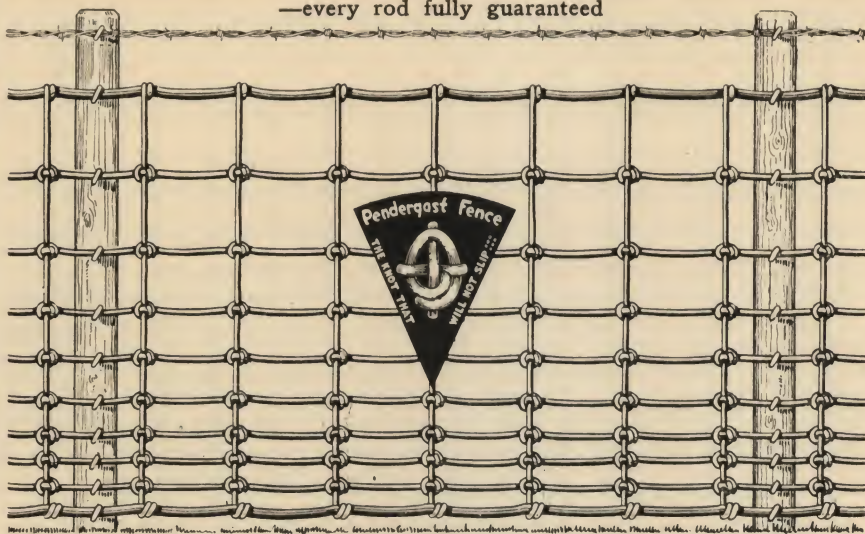
Actual size

Pendergast says:—"If you see lower prices than the ones quoted in this Fence Book, you'd better watch your step before ordering. More than likely you'll find those 'lower' prices are based F. O. B. some Eastern factory many miles away—which means-you-pay-the-freight. Many farmers have been 'buncoed' into paying high prices for fence by this little trick."

PENDERGAST PAYS THE FREIGHT

PENDERGAST FENCE COMPANY, INC.

—every rod fully guaranteed



STYLE 1047—47" GENERAL STOCK FENCE

Description: Has 10 line wires, 47 inches high, stays 12 inches apart (16 stays to the rod). No. 9½ gauge top, stays and knots. Spacings between line wires, 3, 3¼, 3½, 4½, 5¾, 6, 6, 7, and 8 inches. Weight per rod 7.8 pounds.

40½ CTS.
ROD

20 rods	30 rods	40 rods
\$8.10	\$12.15	\$16.20

This style meets every practical requirement for a general stock fence. It is a mighty good looking fence—high and strong enough to turn all kinds of stock. Order yours now.

"Highly pleased with wire"

North Platte, Nebr.

Gentlemen:

The shipment of wire arrived safely and am very highly pleased with the wire. I shall want to order another shipment this summer.

J. Highberger.

Most old customers always tell us they were well pleased with the previous shipment.

No. 9½ gauge wire



Actual size

"Well satisfied with carload"

Denison, Iowa.

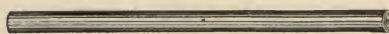
Dear Sir:

As we are in the market for a carload of woven wire and barb wire, we would like to have your prices on carload lots. We had a carload from you last year and were well satisfied with it.

Farmers Union Exchange.

Large or small customers—we please them all.

No. 12½ gauge wire



Actual size

Pendergast Says:—"One good reason why Pendergast Fence does not sag, bag or otherwise get out of shape is because of the famous Knot (that will not slip) and the equal bend in both the stay wires and line wires AT the Knot. This absolutely prevents slipping up or down or sideways."

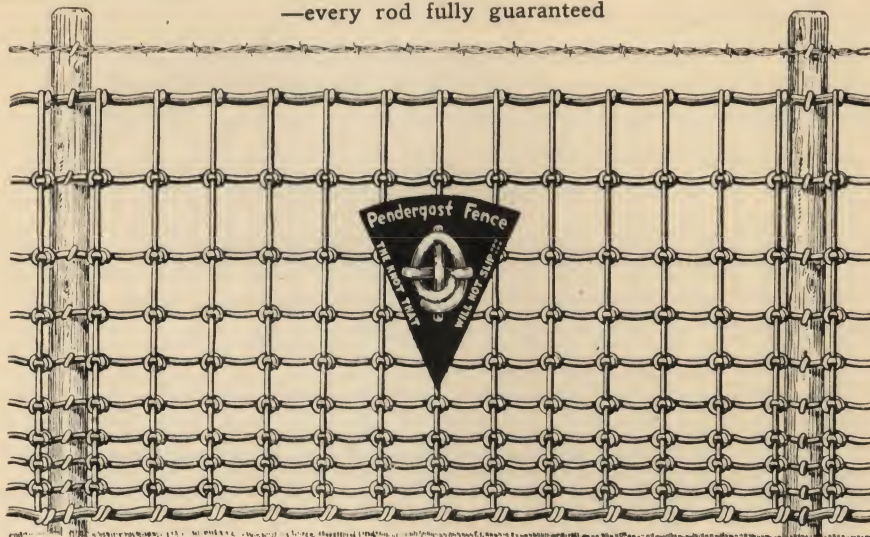
STILLWATER, MINN.

THREE FACTORIES
FORT MADISON, IOWA

ELKHART, IND.

DIRECT FROM NEARBY FACTORY

—every rod fully guaranteed



STYLE 10470—IDEAL CLOSE MESH 47" STOCK FENCE

Description: Has 10 line wires 47 inches high, stays 6¾ inches apart (approximately 30 stays to the rod). No. 9½ gauge top and bottom wires, No. 12½ gauge intermediate line wires, stays and knots. Spacings between line wires, 3, 3¼, 3½, 4½, 5¾, 6, 6, 7 and 8 inches. Weight per rod 9.7 pounds.

50 CTS. ROD

20 rods	30 rods	40 rods
\$10.00	\$15.00	\$20.00

Won't this fence make your farm more attractive—and more valuable too? You know it will! There's been a big demand for this style every year, a larger demand, in fact, than we could supply. So this year we're making enough to go around. How about your requirements, now?

"Know that I saved money"

Comstock Park, Mich.

Dear Sirs:

Am well satisfied with the fence. I know that I saved money.

August F. Brechting.

There's no need to be in doubt, when you know you can save money by ordering Pendergast Fence.

No. 9½ gauge wire



Actual size

"Very well satisfied"

Indianapolis, Ind.

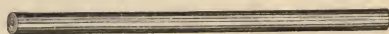
Dear Sirs:

I received the shipment of wire in good condition. And I am very well satisfied with it.

J. W. Billo.

And we're not satisfied unless you're satisfied.

No. 12½ gauge wire



Actual size

Pendergast Says:—

"Save your money,—and when you come to buy fence make sure you're getting your money's worth."

PENDERGAST PAYS THE FREIGHT

PENDERGAST FENCE COMPANY, INC.

Barb Wire—Its Place in Fence Building

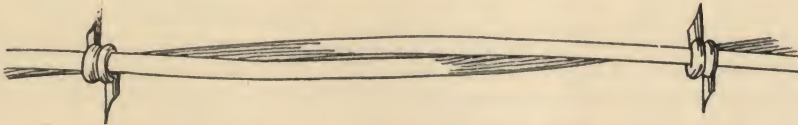
Although in almost any part of the country you can see many fences made entirely of woven fence, it is our recommendation that at least one strand of barb wire be stretched at the top of all fence when it is built.

Such a strand of barb wire prevents possible damage to fence from stock, discourages trespassers from climbing over and generally makes a neater, tighter and better lasting fence.

We can recommend and guarantee Pendergast Barb Wire with the same complete confidence that we do our Pendergast Fence.

All Pendergast Barb Wire comes only in 80 rod spools weighing approximately 80 pounds per spool. It is full $12\frac{1}{2}$ gauge, heavily galvanized, and should not be confused with the ordinary under gauge barb wire offered on the market at lower prices. The heavy galvanizing prevents rusting of the barbs or points, and this avoids danger of infection to man or beast.

Barb Wire 2 pt. Hog $12\frac{1}{2}$ Gauge



This is made from full $12\frac{1}{2}$ gauge, heavy galvanized wire with barbs 3 inches apart. This style is put up in 80 rod spools and weighs about 80 pounds per spool. Price per 80 rod spool, \$3.90.

Barb Wire 2 pt. Cattle, $12\frac{1}{2}$ Gauge



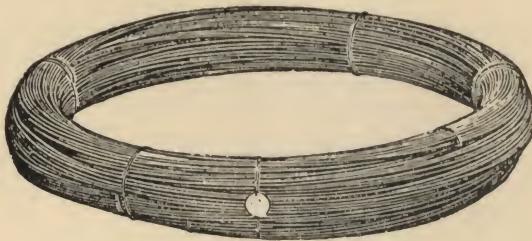
Is made of same heavy rust resisting wire as the 2 pt. hog but barbs are 5 inches apart. This style is put up in 80 rod spools and weighs about 76 pounds per spool. Price per 80 rod spool, \$3.65.

STILLWATER, MINN.

THREE FACTORIES
FORT MADISON, IOWA

ELKHART, IND.

DIRECT FROM NEARBY FACTORY



Brace Wire

This wire is dead soft, full No. 9 gauge and will not break when cabling or twisting it around the post.

We recommend 4 strands for bracing. (One 25 pound coil will make 5 corner braces.)

This comes only in 25 pound coils. \$1.25 per coil.

Staples

We carry staples made from bright wire, in $1\frac{1}{4}$, $1\frac{1}{2}$ and $1\frac{3}{4}$ inch lengths.

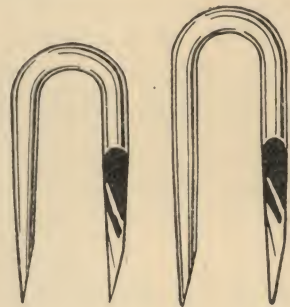
For cedar or soft wood posts we recommend using longer staples, but for hedge or hardwood posts you will find the $1\frac{1}{4}$ inch staples best.

$1\frac{1}{4}$ inch staples, about 90 to pound.

$1\frac{1}{2}$ inch staples, about 80 to pound.

$1\frac{3}{4}$ inch staples, about 60 to pound.

These staples are put up only in 25 pound sacks, at \$1.35 per sack.



How to Estimate Your Fence Requirements

1 MILE OR 320 RODS



1 MILE OR 320 RODS

Study this Diagram. It will show you how to decide upon the amount of fence you will require. You can easily figure this out—and then order Pendergast's on the enclosed blank.

PENDERGAST PAYS THE FREIGHT

Pendergast Suggestions for Constructing Fence

To All Fence Builders in General and to Our Friends and Customers in Particular

Much has been and always will be said upon the subject of stretching wire fencing. However, few farmers agree on the method of setting corner braces, and many have difficulty in bracing them so that they do not heave in the spring when the frost goes out of the ground.

There are many things that can be done that will add to the life of your fence, and if you will follow me through this article I believe you will have less difficulty the next time you put up fencing.

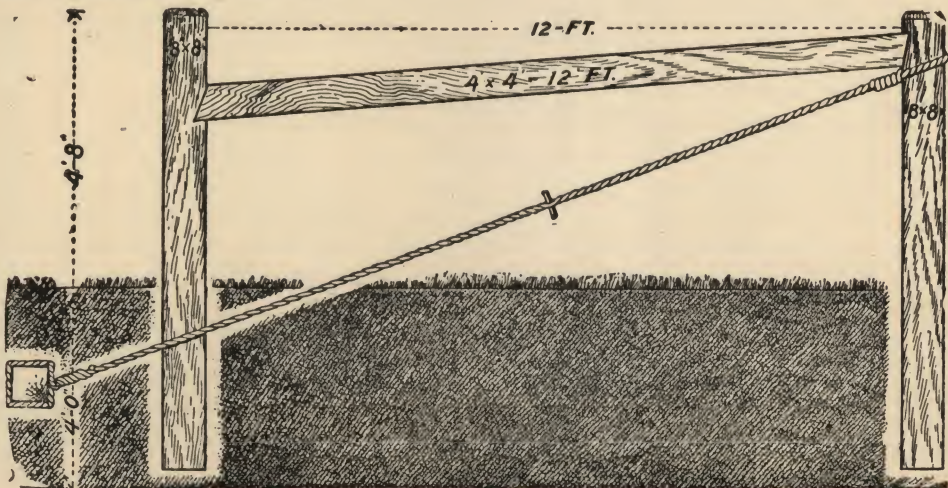
In the first place, the posts should be not more than a rod apart. Too often you see fence draped along on posts twenty or thirty feet apart. The old rule of "What is worth doing at all is worth doing well," applies to fencing as well as other things.

When using steel posts the corner posts and end of braces should be set in concrete—the line posts may be simply driven in the soil. HOWEVER, AS MOST FARMERS ARE USING WOODEN POSTS, THIS ARTICLE IS BEING WRITTEN WITH THIS TYPE OF POST IN MIND.

When selecting your posts save the best ones for the corners. Be sure to use straight ones at the ends of the stretch, or you will have difficulty in making the upright wires stand straight.

The Pendergast Style of Bracing

The style of bracing for the corner post, as shown in the cut below, is our own idea and, we believe, is the best method to use. It has the advantage of being easily and quickly put in and in addition there is no danger of the post lifting from frost or any pressure you can put on it. By SLANTING the wooden brace DOWN to the corner post instead of up, as most farmers do, the strain tends to force the post down and keep it down, rather than lift it.



THE ONLY DIGGING NECESSARY is to make a trench two or three feet deep, about three feet back of the corner post. In this trench put a piece of post about three feet long and run two strands of No. 9 soft, galvanized wire from this anchor to the top of the second post. Then tamp dirt down solid on top of this anchor, level with the rest of the ground. In between the two strands of No. 9 wire, put a short bar and twist the wire until the corner post is pulled back slightly from the fence line. Then when the fence is stretched from the opposite direction it will bring the corner post back up straight and the brace wire will be tight.

When you attach the fencing to the end post, be sure that the stays stand vertical—that is parallel with the post. If they don't measure up straight with the corner post, they won't anywhere else.

BE SURE TO WRAP THE FENCE AROUND THE POST and twist each line wire back onto itself. A little time spent doing this is well worth while. If you staple the fence onto the side of the post, it is necessary to anchor it so that it cannot turn when the fence is stretched. This is three times as much work and no better job.

With the above described method of bracing, you can easily stretch 100 rods of fencing at a time. Splice the bales together by pulling the two end stays together and wrapping the protruding ends around the line wires in opposite directions, and on the opposite sides of the stays. You then have two stays together at the splice, and all stays stand straight up and down.

By using a hand stretcher to take up the slack between the stretcher and the end post, you can put up the fence without setting an extra post to pull to. With a little care this is easily accomplished and **SAVES THE WORK OF SETTING A POST THAT HAS TO BE TAKEN OUT AFTER THE JOB IS FINISHED.**

Proper Use of Staples

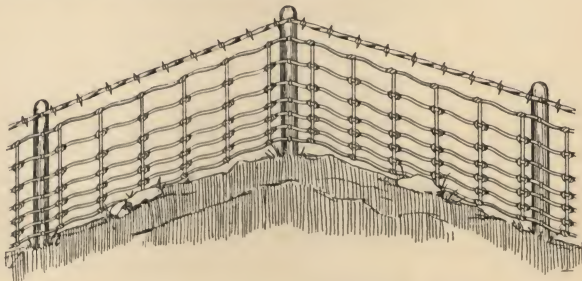
Most fence builders know that they should use $1\frac{1}{4}$ inch staples for hardwood or hedge posts and $1\frac{3}{4}$ inch staples for cedar or soft wood posts, but a great many make the error of driving the staples clear into posts and bedding the line wire in so tight that it cannot slip. This is decidedly an error. All good fencing (like Pendergast's) has a considerable amount of wave to the horizontal wires. This keeps the fence tight in spite of the expansion and contractions during changes of temperature and strain that comes on the fence. If the staples are driven in hard there is only about a rod of fence to take the strain. If they are left so that the wire will slip through the staples, the whole length of the fence from end to end takes up the strain like a long spring.

I recommend driving the staples in on an angle as this helps to prevent splitting the post. Turn the staple so that the points do not enter exactly one above the other; then, if the post checks, the staple does not fall out.

Stretching Fence Over Uneven Ground

There is of course, more work to stretching fence over uneven ground. It is often necessary to anchor posts in low places to prevent them pulling out. This is most easily accomplished by building a small platform on the post about one foot below the surface of the ground. Be sure to mortise the frame into the post as the strain is more than you would imagine if the fence is stretched as tight as it should be.

How Pendergast Fence Stretches Over Uneven Ground



When choosing fence for uneven ground it is absolutely essential that you choose one with a square mesh. Our customers tell us that Pendergast Fence is the best for this purpose. The Pendergast Knot in addition to its other superior features is specially well adapted, because of its flexibility, for stretching fence over uneven ground.

I recommend a double draw stretcher. It enables you to get an equal amount of tension on the top and bottom of the fence more easily. If you use a single draw, place the draw chain in the center of the number of line wires, rather than in the middle of the fence.

PULL THE FENCE UP TILL IT SINGS. Nothing spoils the looks and value of a good fence as much as to have it slack. Much more fence is spoiled by having it too slack than too tight. Remember this whether you do anything else that I have told you or not,—**STRETCH IT TIGHT.**

How To Order

On the opposite page we reproduce a copy of the Pendergast order blank filled out as a guide for you to follow when making out your order.

WRITE VERY PLAINLY. This is of utmost importance as it will help prevent mistakes in shipment of your order.

ADDRESS NEAREST PENDERGAST FACTORY. Look at the map on Page 11 and when making out your order address it to the factory nearest you. This will save time and result in quicker shipment of your order.

YOUR SHIPPING ADDRESS is the nearest railroad station to your farm, so it is very important that you fill out the blank provided, together with County and State.

YOUR POSTOFFICE ADDRESS AND R. F. D. NO. must be given in order that we may know where to send your mail.

ORDER BY STYLE NUMBER. Each style of fence is clearly illustrated and given a separate number in this Book. On the order blank, we show the style number, together with specifications and price per rod. Merely fill out your requirements in the space provided.

ORDER EVEN LENGTH ROLLS. And we can ship your order promptly from stock. You can always find some good use for small pieces left over.

THE AMOUNT OF YOUR REMITTANCE is of course determined by multiplying the number of rods by the price per rod. You can use the blank side of the order sheet for figuring.

SEND FULL AMOUNT WITH ORDER. This helps keep high prices down. **YOU CANNOT LOSE A CENT** as we guarantee Pendergast Fence to be satisfactory, or refund your money. This guarantee is backed by our 30 year record in the business. We also **GUARANTEE SAFE DELIVERY** at your station, so you run no risk whatever.

HOW TO REMIT. Send Money Order (Post Office or Express) Bank Draft, or Personal Check, whichever is most convenient. If it is necessary to send currency, be sure to have your letter registered at the postoffice.

SPECIAL NOTICE

The extremely low prices quoted in this Fence Book mean that Pendergast is operating his factories on a very narrow profit margin, for your benefit. And as the prices of material used in the manufacture of fence fluctuate from time to time, it is only fair to make these low fence prices, **SUBJECT TO CHANGE WITHOUT NOTICE.** However, you will be protected on price should any advance take place between the date of your order and shipment.

All styles of fence are put up in 10, 20 and 30 rod rolls. We cannot afford to sell odd lengths of any style.

The prices shown in this Book apply only to the territory to which the Book is sent.

All prices are based on freight-paid-by-Pendergast on orders weighing 200 pounds or over. We cannot afford to pay freight on steamboat or electric lines, due to exorbitant rates.



Pendergast Fence

WE PAY THE FREIGHT
Direct From Factory to Farm.

DEAR MR. PENDERGAST:

Please ship me the following order of Pendergast Fence.

Mar. 5/23

My name is John Jones Write very plainly

Railroad Station Verdigris Destination Co. Knox State Nebr.

My Postoffice is Walnut Always give your regular Postoffice R. F. D. No. 1

For which I enclose remittance for \$ 25.50 Amount of remittance. 25.50 in payment

for same as per your GUARANTEE.

These Prices Are Based on Pendergast-Pays-the-Freight to Your Nearest Station*
(Prices Subject to Change Without Notice.)

Style	Line Wire	Height Inches	Space Between Stays	Lbs. Per Rod	Gauge Top & Bottom Wire	Gauge Filling	No. of Rods	Price Per Rod	Amount
726-L	7	26	6 1/2 in.	4.3	11	14			
832-L	8	32	6 1/2 in.	5.1	11	14		\$.26 1/2	
620	6	20	12 in.	4.5	9 1/2	12 1/2		.31 1/2	
6200	6	20	6 1/2 in.	5.5	9 1/2	12 1/2		.26 1/2	
726	7	26	12 in.	5.5	9 1/2	12 1/2		.32 1/2	
7260	7	26	6 1/2 in.	6.5	9 1/2	12 1/2		.32 1/2	
832	8	32	12 in.	6.2	9 1/2	12 1/2	400	.37 1/2	151.00
8320	8	32	6 1/2 in.	7.7	9 1/2	12 1/2		.37	
930	9	30	12 in.	6.0	9 1/2	12 1/2		.45 1/2	
9300	9	30	6 1/2 in.	8.7	9 1/2	12 1/2	60	.41 1/2	24.90
1047	10	47	12 in.	7.8	9 1/2	12 1/2		.52 1/2	
10470	10	47	6 1/2 in.	9.7	9 1/2	12 1/2		.46 1/2	
Barb Wire—Heavy, Galvanized, No. 12 1/2 Wire									
HOG—2 point, 3" between barbs, per 80 rd. spool								Quantity	Price
CATTLE—2 point, 5" between barbs, per 80 rd. spool								15	\$4.45 66.75
STAPLES—Length _____ Inch per 25 lb. sack								4	4.15
BRACE WIRE—No. 9, soft, per 25 lb. coil								4	1.60 6.40
								4	1.50 6.00

Prices Subject to Change Without Notice.

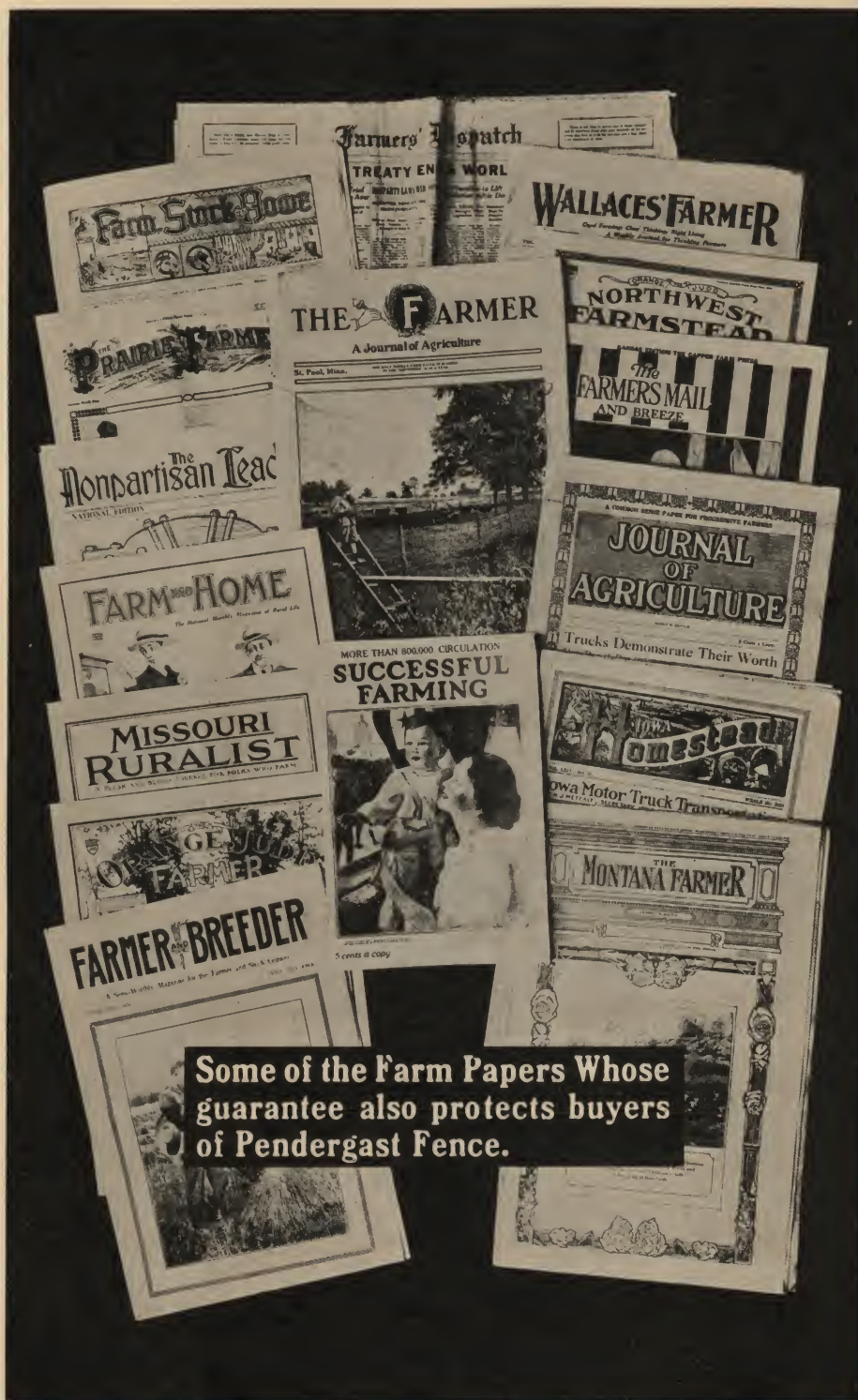
TOTAL

255.05

NOTICE—*Above prices are based on Pendergast-paying-the-freight on orders weighing 200 pounds or over. We do not pay freight on steamboat or electric lines. All styles are put up in 20, 30 and 40 rods only. We do not sell odd lengths of any style.

Remit by P. O. Order, Bank Draft or Personal Check if more convenient, direct to nearest office.

Pendergast Fence Company, Inc.
STILLWATER, MINN. FORT MADISON, IOWA. ELKHART, IND.



PENDERGAST FENCE CO., INC.

PLANT No. 3

ORDER NUMBER

OFFICE ORDER

13431

DATE

9-18-22

NAME

Frank J Ruml

R. R. STATION

Letcher

COUNTY

P. O.

RR#3

STATE

VA

FORM OF REMITTANCE

STAMPS

CASH

CHECK

B. D.

B. M. O.

E. M. O.

P. M. O.

TOTAL
REMITTANCE

54¹²

INVOICE

REFUND

VALUE
SHIPMENT

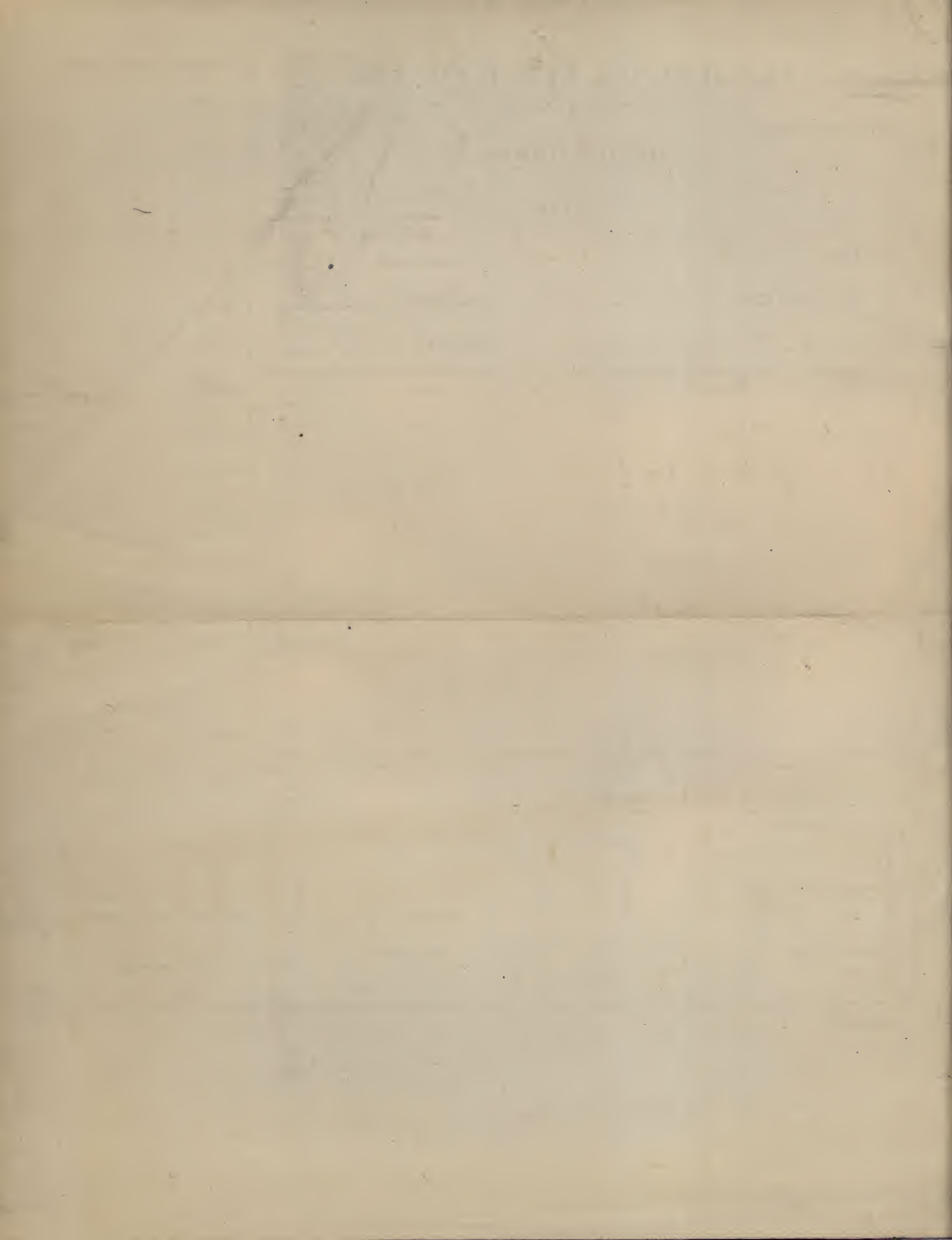
54¹²

KEY No.

QUANTITY	ARTICLE	10	20	30	40	PRICE	
10024	9390			2	1	49	
1	sp hog barb					4 ³²	
1	rx staples					1 ⁴⁰	54 ⁷²
	very buck!						

NUMBER	WEIGHT	CLASS	INITIAL OF CLERK ADD TAGS	INITIAL OF CLERK BILLING	O. K. OF BOOKKEEPER
3 BALES FENCE 870	870				
1 SACKS STAPLES 28	25				
COILS BRACE WIRE 8					
1 SPOOLS BARB WIRE 86	86				
GATES					
STRETCHERS					
5 TOTAL 975					
			R. R. Hycy Miles	DATE ACKNOWLEDGED	
			CHGS. PREPAY X12.91	DATE SHIPPED	
			CHGS. COLLECT	11-8-22	

MEMO.





2



1



2



3



4

BULMAN UNIT BAG HOLDER NO. 35

Made entirely of steel, handsomely finished, gold figures on each UNIT indicates size of bags it will hold. In assembling have figures on UNITS correspond with those on steel back.

This improved fixture can be used in UNITS, HALVES, OR AS A FULL 8 SIZE bag Holder. Gives merchant advantage of placing different size bags where most needed.

FIG. 1—ASSEMBLED AND COMPLETE.

FIG. 3—UNITS CAN BE SET ON COUNTER, SHELVES, ETC.

FIG. 2—UNLOCKED AND DIVIDED IN HALVES

FIG. 4—UNITS CAN BE HUNG UNDER COUNTER ON WALL, CRATES, BASKETS, ETC.

Think how much time your clerks waste each day in going back and forth to get bags when putting up orders. By judiciously distributing the UNIT bag holders throughout your store, placing the different size bags near merchandise on which they will be used most frequently, you will **SAVE 25% OF YOUR CLERK'S TIME** and every bag will always be in perfect condition.

A small investment in the UNIT system (a system designed to save you time and money) renders your bag holder equipment 100% EFFICIENT. Five minutes' thought will convince you that the UNIT system will save you money each month.

FOR SALE BY



Elkhart, Indiana,.....

Your letter of the.....instant with remittance for \$.....
has just been received. We thank you for your order, which we have entered as Order No..... We would ask you to kindly mention this number in any future correspondence with us.

We are very glad to have this opportunity of serving you, as we feel confident that our products will give entire satisfaction. Your order will receive our careful attention, and we shall make shipment immediately.

Yours very truly,

PENDERGAST FENCE COMPANY, Inc.

Remarks.

.....
Manager.

THIS SIDE OF CARD IS FOR ADDRESS



FROM _____

PENDERGAST FENCE COMPANY, INC.

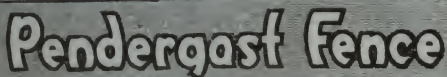
"Fence Makers Since 1893"



ELKHART

INDIANA

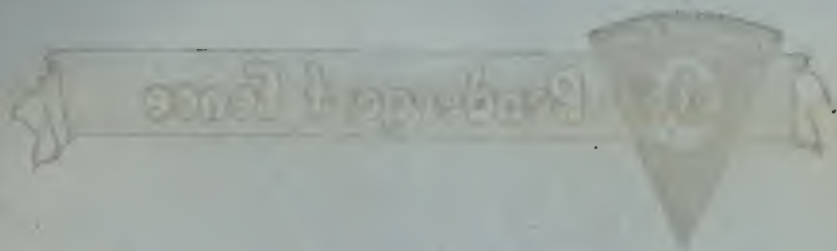




192...

Post Office.....

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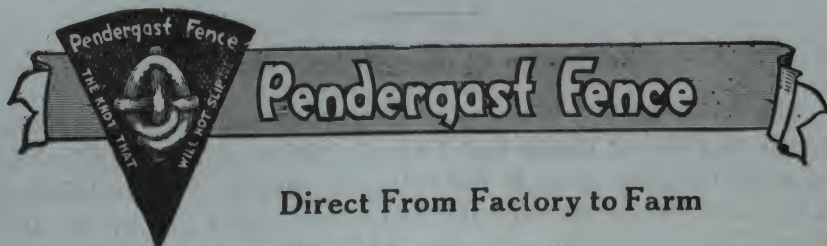
193

RECEIVED FROM THE
TREASURER

I have been to school the morning of the 1st of
June and have been to school the morning of the 2nd of
June. I have been to school the morning of the 3rd of
June and the morning of the 4th of June.

NAME DATE

ORDER BLANK



Direct From Factory to Farm

PENDERGAST FENCE COMPANY, Inc.

Elkhart, Indiana,

19.....

Gentlemen:

Kindly ship me the following order of PENDERGAST FENCE:

My Name is
Please Write Very Plainly

My Post Office is.....R. F. D. No.....

CountyState

SHIP ORDER TO
If Order is Not to be Shipped to Your self State Persons Name Here

Shipping Point
Town Where Railroad Station is located

CountyState

If I do not find your fence exactly as represented and satisfactory in every way, I will ship it back freight charges collect and you are to refund the full amount of my remittance. I enclose remittance to cover the following order:

.....Rods of Style No.....	Fence at.....c per rod.....	\$.....
.....Rods of Style No.....	Fence at.....c per rod.....	\$.....
.....Rods of Style No.....	Fence at.....c per rod.....	\$.....
.....Rods of Style No.....	Fence at.....c per rod.....	\$.....
.....Rods of Style No.....	Fence at.....c per rod.....	\$.....
.....Rods of Style No.....	Fence at.....c per rod.....	\$.....
.....Rods of Style No.....	Fence at.....c per rod.....	\$.....
.....80 Rod Spools of 2 Point Hog Barb Wire	each \$.....	
.....80 Rod Spools of 2 Point Cattle Barb Wire.....	each\$.....	
.....25 Lb. Sacks Staples.....		\$.....
.....25 Lb. Coils No. 9 Brace Wire		\$.....
TOTAL		\$.....

Mark Here Kind of Remittance Enclosed With This Order

Personal Check	\$.....
Draft	\$.....
Post Office M. O.	\$.....
Express M. O.	\$.....

Total \$.....

Do Not Write in This Space

Key.....	
Ck.	\$.....
Draft	\$.....
M. O.	\$.....

Total \$.....

Remit by P. O. Order, bank draft, or personal check if more convenient, direct to our nearest office

PENDERGAST FENCE COMPANY
INCORPORATED

Offices and Factories

STILLWATER, MINN.

FORT MADISON, IOWA.

ELKHART, IND

PRICE LIST EFFECTIVE MARCH 1, 1922

Subject to Change Without Notice

The following is a list of our new prices and complete specifications on our line of Pendergast Fence. Styles E7260, E8320, E9390 and E10470 are put up in 20 rod rolls only. Styles 1447L to 1658H are put up in 10, 20 and 30 rod rolls. All other styles put up in 20, 30 and 40 rod rolls. We do not make odd lengths of any style.

These prices are:

F.O.B. Our Factory

STYLE NUMBER	Price per Rod	Line Wires	Height Inches	Inches Between Stays	Approximate Weight per Rod	Gauge Top Wire	Gauge Bottom Wire	GAUGE FILLING
620	19 $\frac{1}{2}$	6	20	12	4.5	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
6200	23 $\frac{1}{2}$	6	20	6 $\frac{3}{4}$	5.5	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
726	23 $\frac{1}{2}$	7	26	12	5.5	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
7260	28	7	26	6 $\frac{3}{4}$	6.5	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
832	26 $\frac{1}{2}$	8	32	12	6.2	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
8320	33	8	32	6 $\frac{3}{4}$	7.7	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
939	29 $\frac{1}{2}$	9	39	12	6.9	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
9390	37 $\frac{1}{2}$	9	39	6 $\frac{3}{4}$	8.7	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
1047	33 $\frac{1}{2}$	10	47	12	7.8	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
10470	41 $\frac{1}{2}$	10	47	6 $\frac{3}{4}$	9.7	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
H-726	29	7	26	12	7.5	10	10	11
H-7260	38	7	26	6	9.8	10	10	11
H-832	33 $\frac{1}{2}$	8	32	12	8.6	10	10	11
H-8320	44 $\frac{1}{2}$	8	32	6	11.4	10	10	11
H-939	37 $\frac{1}{2}$	9	39	12	9.7	9	10	11
H-9390	52 $\frac{1}{2}$	9	39	6	13.1	9	10	11
H-1047	42 $\frac{1}{2}$	10	47	12	10.9	9	10	11
H-10470	58	10	47	6	14.8	9	10	11
E-726	38 $\frac{1}{2}$	7	26	12	10.6	9	9	9
E-7260	53 $\frac{1}{2}$	7	26	6	14.5	9	9	9
E-832	45	8	32	12	12.3	9	9	9
E-8320	62 $\frac{1}{2}$	8	32	6	17.0	9	9	9
E-939	51 $\frac{1}{2}$	9	39	12	14.1	9	9	9
E-9390	71 $\frac{1}{2}$	9	39	6	19.6	9	9	9
E-1047	58 $\frac{1}{2}$	10	47	12	16.0	9	9	9
E-10470	81 $\frac{1}{2}$	10	47	6	22.3	9	9	9
1447 L	38	14	47	8	7.5	11	11	14
1658 L	44 $\frac{1}{2}$	16	58	8	8.8	11	11	14
1447 H	51 $\frac{1}{2}$	14	47	8	11.3	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$
1658 H	58	16	58	8	12.8	9 $\frac{1}{2}$	9 $\frac{1}{2}$	12 $\frac{1}{2}$

2 Point Hog Barb Wire 3 in. between barbs made of No. 12 $\frac{1}{2}$ heavy galvanized wire weight about 80 lbs. to the 80 rod spool:

Price per 80 rod spool.....**\$3.60**

2 Point Cattle Barb Wire same as above only barbs 5 in. apart;

Price 80 rod spool.....**\$3.40**

Staples 1 $\frac{1}{4}$ & 1 $\frac{1}{2}$ put up in 25 lb. sack;

Price per sack**\$1.05**

Brace Wire No. 9 dead soft heavy galvanized;

Price per 25 lb. coil.....**\$1.05**

See Other Side For Order B'ank

You Can
Make a Profit

GUARANTEE

We guarantee our fence to be made throughout from the best galvanized hard steel wire and to give entire satisfaction or money refunded.

Pendergast Fence Company, Inc.

My Guarantee
Is a REAL Protection
I always make good

Lee County Savings Bank

Fort Madison, Iowa

To Whom It May Concern:

This is to certify that the United Fence Company of Stillwater is an extensive manufacturer of woven wire fence at Fort Madison, Iowa and Stillwater, Minnesota.

We are personally acquainted with the gentlemen composing this company, and it affords us much pleasure to say that they are not only men of strict integrity, but they have had a wide experience in the manufacture of woven wire fence. We do not hesitate to recommend them for your patronage.

You can depend upon them living up to any statements or agreements set forth in their advertising matter.

Yours very truly,

Lee County Savings Bank

The First National Bank
Stillwater, Minnesota

To Whom It May Concern:

The United Fence Company of Stillwater to whom this letter is given, has been engaged in the manufacture of fence in this city for the past few years.

We are personally acquainted with the men that own and operate it, and feel that anyone doing business with them will receive just and honorable treatment.

Very truly yours,

First National Bank of Stillwater
President

It is my experience that most farmers know very well which style of fence is best adapted for their particular needs.

If you want to fence against cattle, you'll naturally need a higher style than for hogs. Then, the width spacings are largely of but two sizes, twelve inches and practically six inches between stays.

Just study this table of styles it shows exactly what kind fence you can get for any particular purpose. With this wide variety you will see the truth of my slogan.

"A FENCE FOR EVERY PURPOSE"

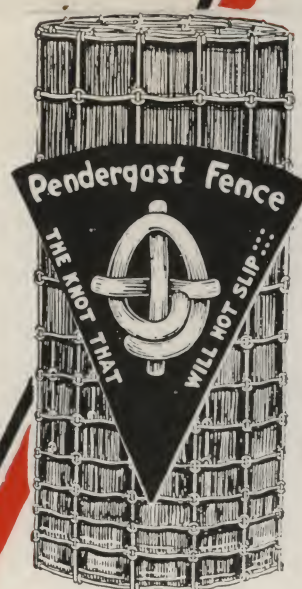
We pay all freight charges on any order weighing 200 lbs. or over. Styles 620 to H10470 are put up in 20, 30 and 40 rod rolls. Styles 1447L to 1658H are put up in 10, 20 and 30 rod rolls. We do not make odd length rolls of any style.

Style Number	Line Wires	Height Inches	Inches Between Stays	Approximate Weight per Rod	Gauge Top Wire	Gauge Bottom Wire	Gauge Filling
S620	6	20	12	4.5	9 1/2	9 1/2	12 1/2
S6200	6	20	6 3/4	5.5	9 1/2	9 1/2	12 1/2
S726	7	26	12	5.5	9 1/2	9 1/2	12 1/2
S7260	7	26	6 3/4	6.5	9 1/2	9 1/2	12 1/2
S832	8	32	12	6.2	9 1/2	9 1/2	12 1/2
S8320	8	32	6 3/4	7.7	9 1/2	9 1/2	12 1/2
S939	9	39	12	6.9	9 1/2	9 1/2	12 1/2
S9390	9	39	6 3/4	8.7	9 1/2	9 1/2	12 1/2
S1047	10	47	12	7.8	9 1/2	9 1/2	12 1/2
S10470	10	47	6 3/4	9.7	9 1/2	9 1/2	12 1/2
H-726	7	26	12	7.5	10	10	11
H-7260	7	26	6	9.8	10	10	11
H-832	8	32	12	8.6	10	10	11
H-8320	8	32	6	11.4	10	10	11
H-939	9	39	12	9.7	9	10	11
H-9390	9	39	6	13.1	9	10	11
H-1047	10	47	12	10.9	9	10	11
H-10470	10	47	6	14.8	9	10	11
E-726	7	26	12	10.6	9	9	9
E-7260	7	26	6	14.5	9	9	9
E-832	8	32	12	12.3	9	9	9
E-8320	8	32	6	17.0	9	9	9
E-939	9	39	12	14.1	9	9	9
E-9390	9	39	6	19.6	9	9	9
E-1047	10	47	12	16.0	9	9	9
E-10470	10	47	6	22.3	9	9	9
1447 L	14	47	8	7.5	11	11	14
1658 L	16	58	8	8.8	11	11	14
1447 H	14	47	8	11.3	9 1/2	9 1/2	12 1/2
1658 H	16	58	8	12.8	9 1/2	9 1/2	12 1/2

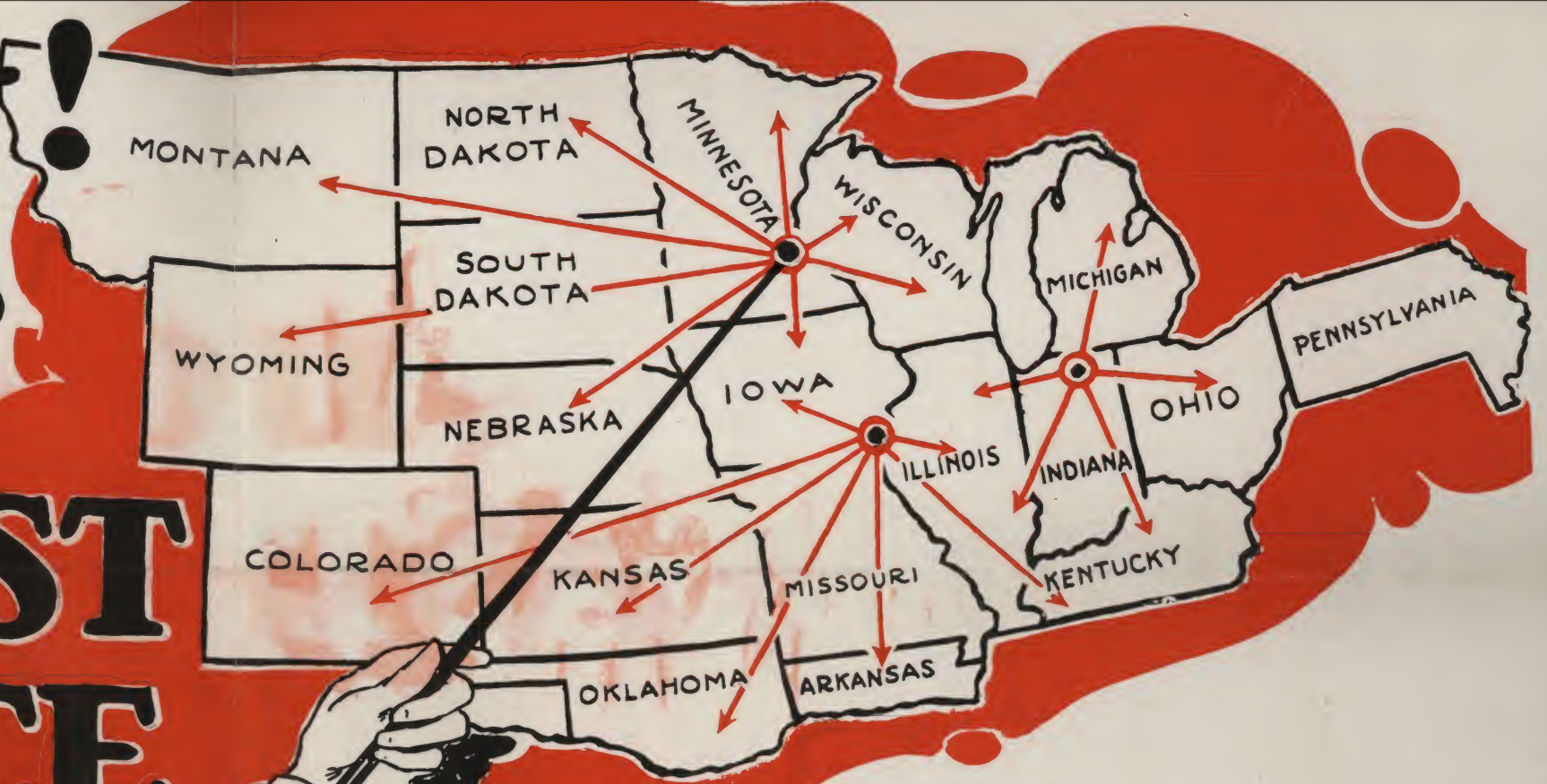
2 Point Hog Barb Wire 3 in. between barbs made of No. 12 1/2 heavy galvanized wire weight about 80 lbs. to the 80 rod spool.

2 Point Cattle Barb Wire same as above only barbs 5 in. apart. Staples 1 1/4 & 1 1/2 put up in 25 lb. sack;

Brace Wire No. 9 dead soft heavy galvanized in 25 lb. coils



Here's How! You Save Big Money On PENDERGAST FENCE



MAN! Look at this Map

That tells the story of Pendergast Fence better than any words I can use. Look at those red circles and then see how the arrows radiating from the circles cover those states. Well, each circle represents

a Pendergast Fence Factory and the arrows show how direct and how thoroughly we cover this territory.

THINK WHAT THAT MEANS TO YOU! IF YOU LIVE IN ANY OF THE STATES SHOWN ON THIS MAP YOU'RE LUCKY

I've located these plants right in **your** territory for **Your** benefit. When you buy Pendergast Fence you are getting fence that is made right here in your own locality. Of course, that means service in prompt delivery and this is a big item, but a still greater consideration is the actual saving in money to you.

I'LL TAKE YOU INTO THE SECRET ON FREIGHT, AS I KNOW YOU'LL APPRECIATE THIS "INSIDE DOPE."

You see there is a lower freight rate on wire than there is on finished woven fence. Now, you've read all about the "Pittsburgh Plus" rate on steel and know as well as I do that all steel is bought on the price at Pittsburgh.

THEREFORE THE BIG POINT IS NOT SO MUCH THE LOCATION OF THE WIRE MILL AS IT IS THE LOCATION OF THE FENCE FACTORY

Because there's a long haul on wire from the wire mill to the fence factory and a short haul on the fence from our factory to your farm. Now, that's my reason for scattering factories over the territory. And you know that freight is a great big factor in the price of any fence. That's why I say you're in luck if you live in any of the states shown on this map.

FARMERS DO APPRECIATE WHAT I AM DOING FOR THEM— THEY SHOW APPRECIATION BY BUYING PENDERGAST FENCE.

My first fence factory was started in Minnesota just twenty-nine years ago and ever since that time I have been manufacturing fence continuously in the United States and Canada. For years my factory produced more than 25% of all woven wire fence sold in the Dominion of Canada. The Stillwater Minnesota factory was started about six years ago. Three years later the Fort Madison Iowa plant was opened and has been operating continuously ever since.

Early in the present year the Elkhart Indiana factory was started producing so that the farmers of the middle Central States might have the same chance to buy Pendergast Fence that those further west enjoyed. That my method of doing business was appreciated is proven by the increase of sales from year to year.

Profit!

We Sell Direct!

I Mean Exactly What I Say—You Get The Profit

that **usually** goes to the jobber and dealer, because you can buy Pendergast Fence in only one way—DIRECT FROM THE FACTORY.

Now, I'm not going to bore you with a lot of talk about the advantage of dealing direct with the factory because I believe that the average farmer of today is alive to the fact that by eliminating the jobber and dealer—of course they must have a profit added to their usual expense of doing business—a real saving can be made. Sometimes when the matter of service, and maintenance are important factors it is even advisable to pay the added jobber and dealer price. But this certainly does not apply to fence and especially Pendergast Fence.

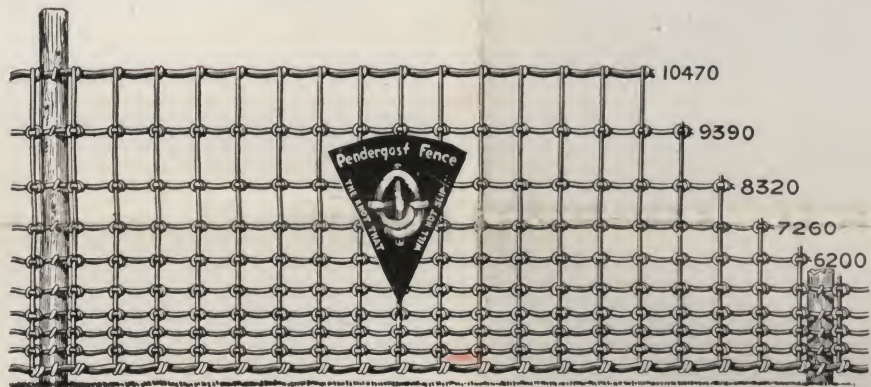
The Quality Is There And We Ship Promptly

Hundreds of thousands of rods of Pendergast Fence sold all over United States and Canada during the past quarter of a century attest to the high quality of our product. It is no longer a question of what I can say about Pendergast Fence. The miles upon miles of staunch, sturdy, time resisting, stock repelling and crop protecting Pendergast Fence speak more eloquently than any words of mine.

I can assure you prompt delivery at all times—the three factories give me production facilities to take care of all business with the best of service to you and the proximity of one of these three factories to **your** farm assures getting the fence within a few days after you order. Furthermore, this folder gives you a wider selection than you can get from any dealer. That's why I say regardless of where you buy anything else, there's only one logical place for you to buy fence. Look at the large variety of styles described on page 5.

You know exactly what Pendergast Fence costs you at all times, because the exceptional prices quoted on the enclosed price list are delivered to your station. No dealer can spring the old story about the increased cost by the time the fence reaches you. **THESE PRICES ARE ABSOLUTE TOTAL COST TO YOU FREIGHT PAID TO YOUR STATION.** Of course, if you happen to live outside of the states shown on this map, I'll be glad to quote you a delivered price and you can bet your last dollar that again for actual fence value my prices cannot be equalled.

Now, if you have already bought fence from me you realize the truth and soundness of every word I'm saying. If you have not made any purchases of Pendergast Fence then there's a treat in store for you! Select you style according to specifications shown on page 5. And remember this freight saving—that's why these three plants were built for **you**.



Combination Illustration showing relative height of various styles



Style H 7260

Pendergast Fence Co., Inc.,
Stillwater, Minn.,

We received the wire today, found it just as represented—even better than we expected.

Mrs. A. R. Hurlbut,
Luck, Wis. R. No. 2

Dear Mr. Pendergast:

I got some of your fence last spring, and I was very much satisfied with it. I got 200 rods of 26" fence, and about 160 rods of barb fence. I think I saved about \$30.00 on that shipment. I would like to have about 300 rods 26" more with 1 foot stays. Please send me your price list if you have that on hand.

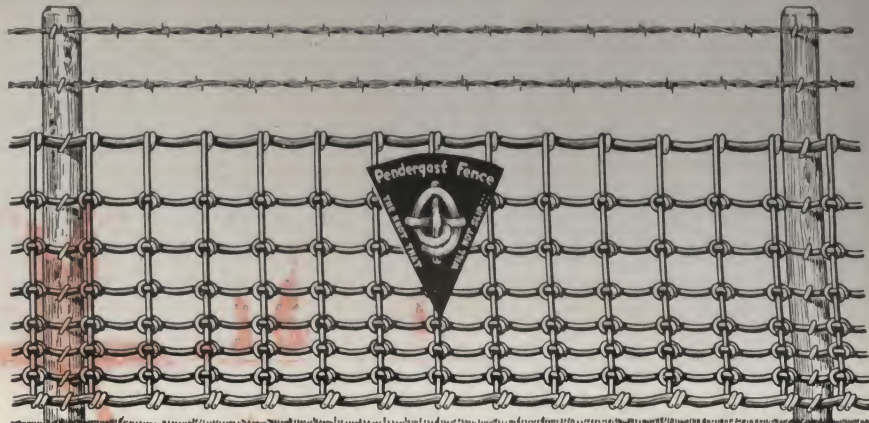
Yours truly
Emil Semran, Caloma, Wis. R. No. 3

Here are just two of the many styles from which you can make your selection.

For example Style 7260 H. (illustrated below) has 7 line wires, stands 26 inches high, there are 6 inches between the stays, weighs approximately 9.8 pounds per rod, has 10 gauge top and bottom wires and 11 gauge intermediate wires.

Style 8320 H has the same specifications except that it stands 32 inches high and weighs approximately 11.4 pounds per rod. It also is made of full weight heavily galvanized full 10 gauge top and bottom wires and 11 gauge intermediate spacings.

The combination illustrations show the relative heights of various styles from 6200 to 10470. All of these fences have spacings $6\frac{3}{4}$ inches wide, between the upright wires, full $9\frac{1}{2}$ gauge top and bottom wires and $12\frac{1}{2}$ gauge intermediate wires. All styles are exactly as represented and my broad guarantee protects you.



Style H 8320

Pendergast Fence Company, Inc.,
Stillwater, Minn.,
Gentlemen:

I received the wire all O. K. I made a saving of \$10.85 on 40 rods. I'm now ordering 80 rods more of your wire, and the staples were just excellent. And according to my opinion the price is the smallest part as the quality looks good to me.

Yours for the future,
Rudolph H. Sweningson

Rushford, Minn.,

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From the collection of:
Gerron S. Hite
West Texas Collection, Angelo State University, San Angelo, TX

WE Guarantee Our Fence
to be made throughout
from the best Galvanized Hard
Steel Wire and to give entire
Satisfaction or Money Refunded

PENDERGAST **F**ENCE **C**O. INC.

